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HARDWARE



EIGHTH ANNIVERSARY
APRIL 10TH 1898.

HARDWARE ASSOCIATION NUMBER.

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Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp.



THE LIGHT THAT LEADS

. . . The next best bicycle lamp costs more than the Banner. The Banner makers have been making the best kerosene lamp goods for 25 years and have the best factories and the best lamp-making machinery in the world. That's the reason for both the high quality and the low price of the

BANNER CYCLE LAMP

. . . The highest priced lamp has no advantage over the banner, while the Banner has advantages not found in any other.

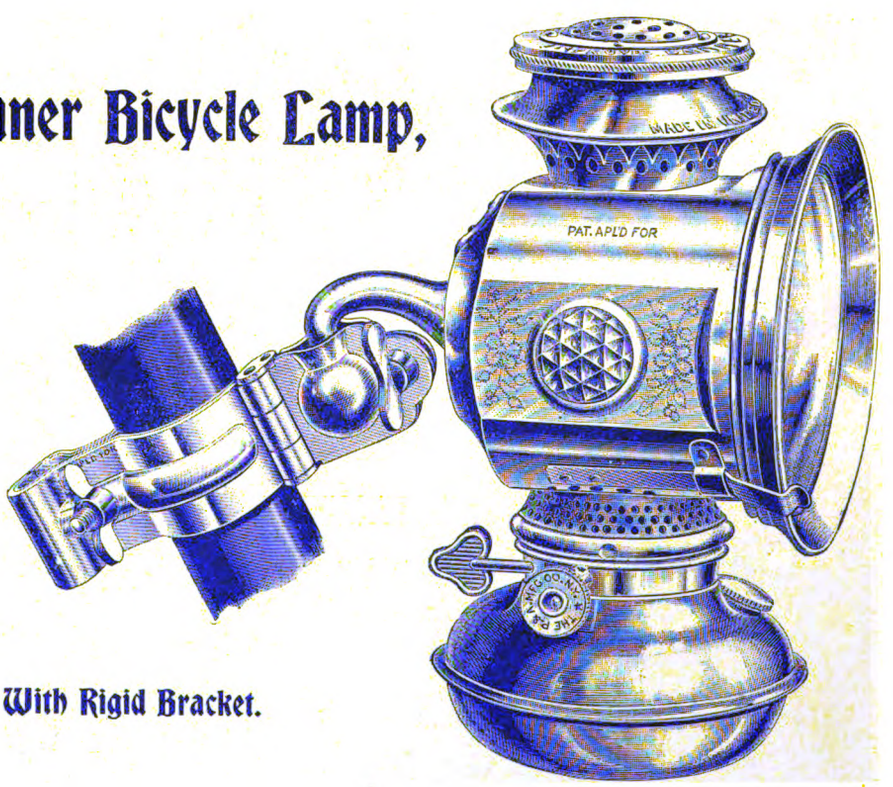
The Wick Lock is the only practical one. Once the Wick is adjusted nothing can move it up or down till you unlock it.

Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. diameter, Double Convex and polished.

Guaranteed Wind-proof under normal conditions in Riding.

All parts removable for easy cleaning. No lamp compares with it in this respect.

Banner Bicycle Lamp,



With Rigid Bracket.

The Bracket having Ball and Socket Joint, gives adjustment to any angle. It can be attached to the post or either fork. We furnish the Brackets only with Plate Attachment.

THE PLUME & ATWOOD MFG. CO.,

29 Murray Street, New York; 199 Lake Street, Chicago.

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ALL THE NEWS.

HARDWARE

HA EXCL

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XVII. No. 1. New York, April 10, 1898. $1.00 A YEAR.



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Ten Leading Governments

Best Anti-Friction Metal for all Machinery Bearings.
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OWNERS AND SOLE MANUFACTURERS,
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Chicago Office, Traders' Building.
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—FOR SALE BY ALL DEALERS.—

ATLAS COAT AND HAT HOOK.



BRADLEY SHELF BRACKET.

Strongest and Lightest. Low in price. Handsome. Send for sample.

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WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 160.

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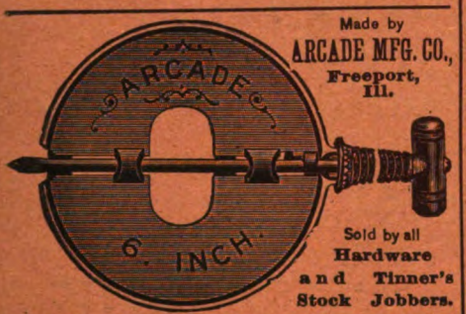
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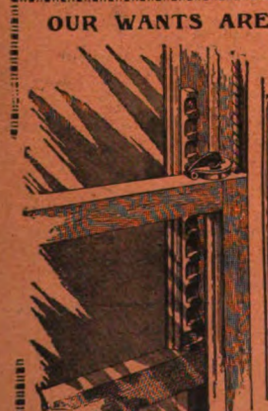
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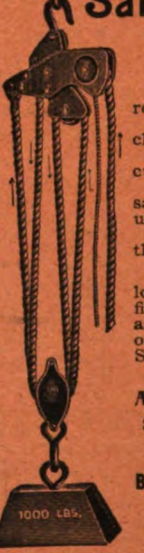
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A Perfect Self-Locking Rope Tackle Block.

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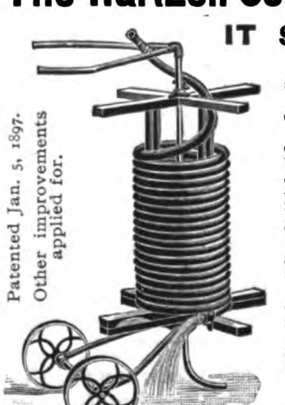
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IT SELLS RAPIDLY.



Patented Jan. 5, 1897. Other improvements applied for.

It is scientifically and mechanically constructed.
It is a nice ornament and a great convenience in spraying and watering a lawn.
The hose is not kinked, twisted, crushed or drawn to a tension, thus avoiding the breaking of either the inner or outer walls of the hose which protects the fabric and prevents it from becoming water soaked, which usually causes the rapid destruction of the hose.
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The Hartzell Novelty Works, Alliance, Ohio, U. S. A.

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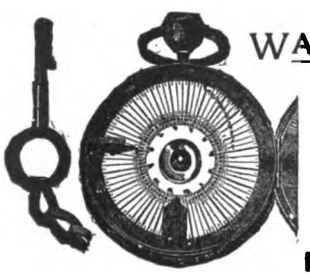
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This Clock is neat, thoroughly reliable and very durable. Cannot be tampered with. Price moderate. Is adapted for six or twelve stations, having a different key for each. Registering is done by number from 1 to 6 and 7 to 12, each station having its number. No chance for a fraudulent record here. Old style detectors mark by holes or an impression on dial, the same for all stations. Allowance made for old Detectors. Send for circulars, prices and further particulars.

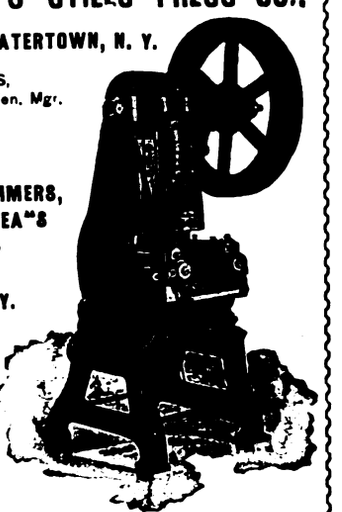
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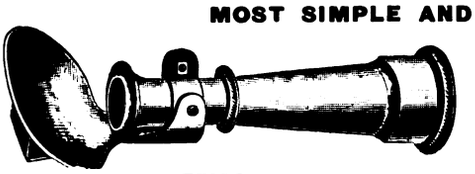
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Manufacturers of the

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MOST SIMPLE AND DURABLE.



Write for Prices and Descriptive Circular to the Trade.

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GOOD CHANCE.

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For every kind and size of common bushed block. Great saving in rope and friction, and corresponding great increase of power. The bushing is the life of the block. Ford's Patent increases the life about three-fold, and increases the cost of the block only about ten per cent. Write for further information, also for free catalogue J. In ordering specify STAR BRAND. Refuse substitutes said to be "just as good."

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COMBINED DRILL AND COUNTERSINK FOR CENTERING LATHE WORK.



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Fifty Millions?

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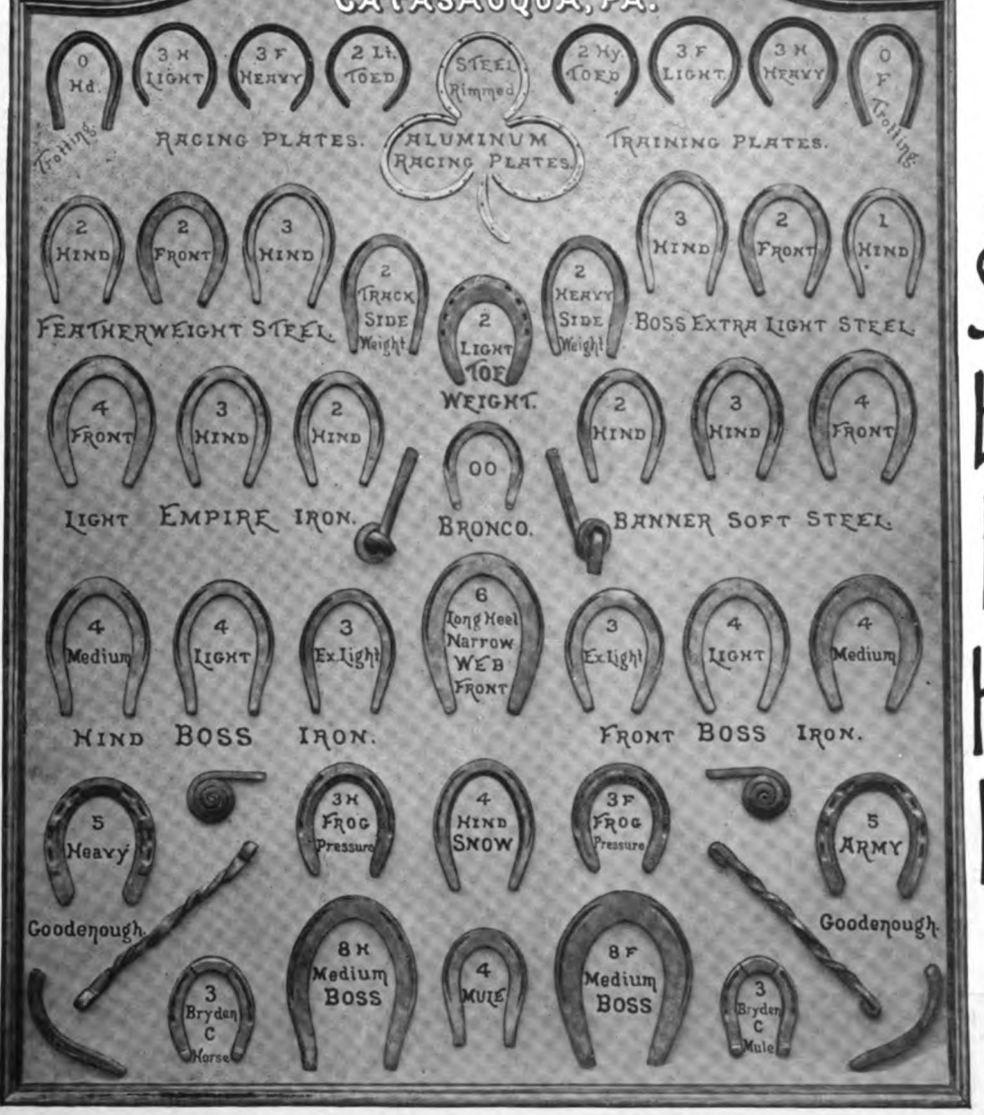
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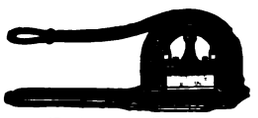
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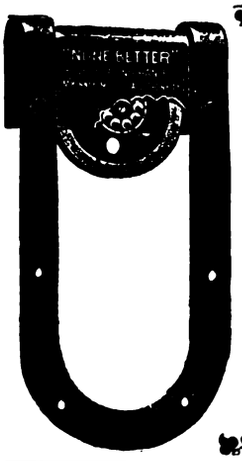
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STEEL DOOR HANGERS.

WRITE FOR PRICES ON

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Also Track and Stay Rollers.

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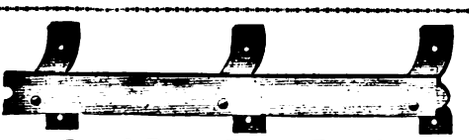
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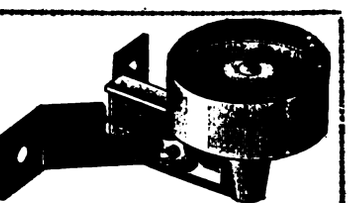
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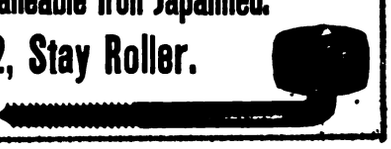
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Steel Barn Door Track.

No. 1 Stay Roller.


Malleable Iron Japanned.

No. 2, Stay Roller.



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LACQUERS, CYANIDE POTASH, NICKEL SALTS.

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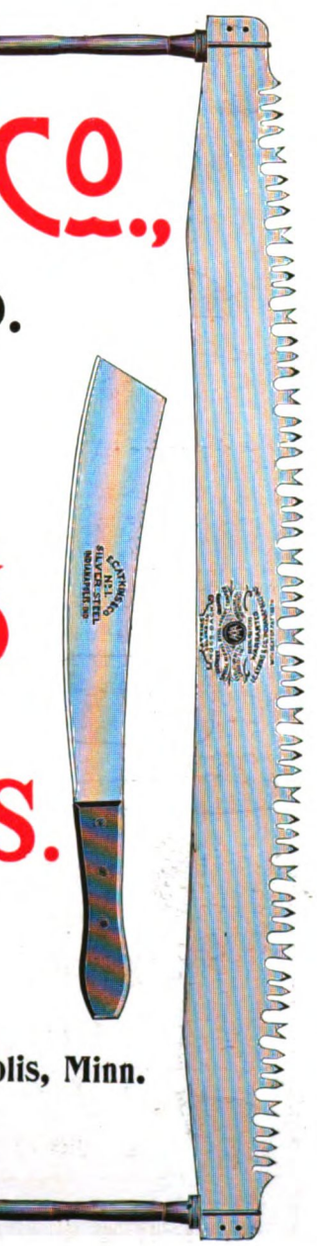
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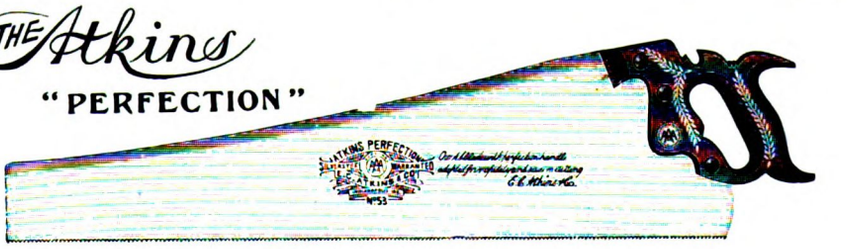
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BRANCH HOUSES:

Memphis, Tenn. Chattanooga, Tenn. Minneapolis, Minn.

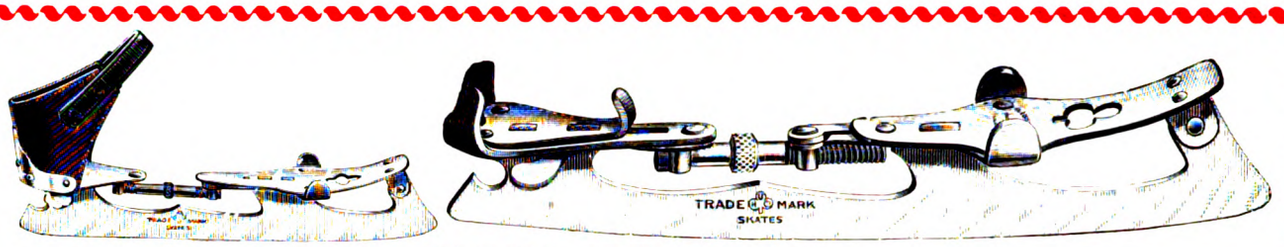


THE Atkins
"PERFECTION"

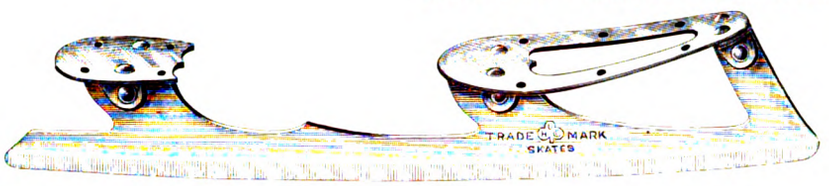


The Atkins No. 53 is the Best Hand Saw on earth.

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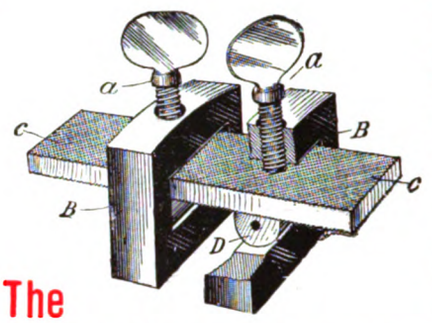


UNION CLUB SKATE

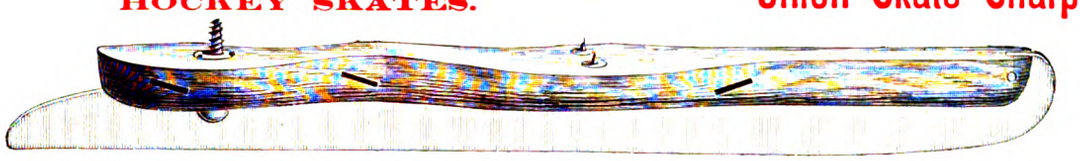




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

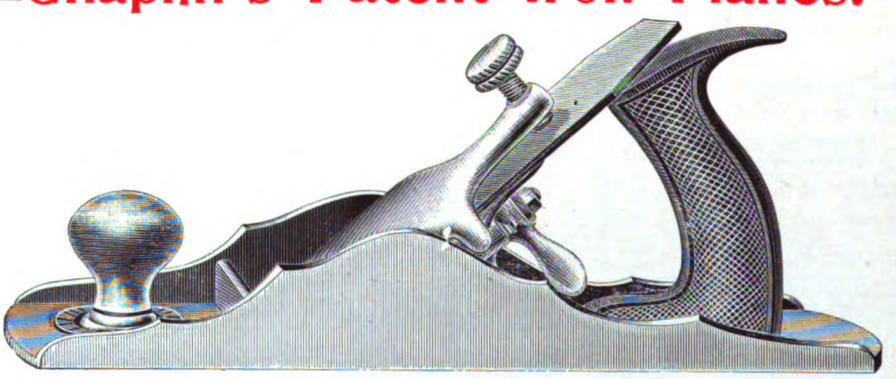
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

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CARD OF THANKS!

TAKING advantage of this anniversary of *Hardware*, and the surrounding atmosphere of good feeling and reminiscence, we wish to thank those Jobbers and Retailers who have aided us so heartily and so long in keeping the flies off the American people.

The great American citizen struts, with his thumbs in the armholes—or other holes—in his vest, and boastingly asserts: "There are no flies on me!"

"And why?" "Phillips keeps 'em off."

"And how does Phillips keep 'em off?"

"Phillips Screens are Reliable!"

Think of the millions of doors and windows protected by Phillips Screens! Think of the strained air, the strained perfume, the strained words of love and the strained dishwater that have gone through Phillips Screens—**But no flies.**

These Screens purify whatever they strain. Even gossip loses its wild uncertain aroma and becomes mellow and truthful after passing through a Phillips Screen.

We thank the Dear Public because it knows enough to appreciate such screens.

We thank our most excellent constituents the Retailers, because they know enough not to sell rubbish nor to try to deceive themselves and the public.

We thank our dear friends the Jobbers, because they know enough to get a fair profit out of Phillips Screens without ripping the life out of prices.

We thank all our blessed competitors because they know enough to endorse our patterns, by their faithful but fuzzy and besplintered imitations. The Lord will forgive them for falling short of our excellence because of the generously low prices they have necessarily made, and because of the aid they have given us in liberating

A FLY SPECKED PUBLIC.

And we thank *Hardware* for not doubling its advertising rates on this "card of thanks."

Yours gratefully,

THE A. J. PHILLIPS CO., Fenton, Mich.

Fly Wardens to Her Majesty--Columbia.

We make all kinds of

WHIPS

Our "**Plymouth Rock**" rawhide whips are lined with **Rubber** to exclude air and moisture, and then with our patent "**Textilene**" lining, to prevent the rawhide from twisting or bending. The rawhide is of the **very best quality.** These whips have been thoroughly tested in all kinds of weather, and we can recommend them to keep their shape better, and less liable to break than **any other rawhide whip ever made.**

AND

Especial attention is called to our patented "**Textilene**" and "**Plymouth Rock**" Whips. The Textilene lining consists of six flat cords of immense strength running equi-distant apart, the whole length of the whip and through the loop, making the strongest loop ever manufactured, and keeping the whip straight and adding greatly to its strength.

LASHES,

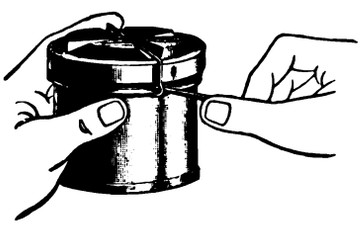
And make them well!

☞**SEND FOR CATALOGUE AND PRICE LIST.**

STEIMER & MOORE MFG. CO., WESTFIELD, MASS.

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It Doesn't Burn off.

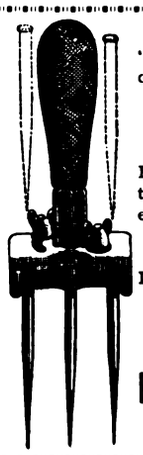


Gillespie's Elastic Iron Enamel is practically indestructible, and is unequalled for use on Stove Pipes, Registers, Grates, Locomotive Smoke Stacks, etc. This is the season of the year when its sale in pint and half-pint cans to the household trade is enormous.

Your stock is not complete without it. Write for jobbers' special discount, and send us a sample order.

Chas. H. Gillespie & Sons,

Varnish Makers, 125 to 137 Dey St.
Jersey City, N. J. Established 1824.



Every family should use this "SHAVE," illustrated; can be quickly changed into an **Awl.**

Crushers

For Ice Cream Manufacturers take the place of power crushers. Are used extensively. . .

WARRANTED TO PLEASE

Ice dealers say our

Cart Shave

is superior to all others

PARKER ICE TOOL CO.,
WORCESTER, MASS.

You take no risk on the quality. We make only the best!



Sand Papers in **Reams and Rolls**

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- Garnet Paper
- Emery Paper
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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

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Graphite Paint,	Lubricating Graphite,
Belt Dressing,	Crucibles

And other graphite products of

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Who are the largest and oldest importers, miners and manufacturers of Graphite, Plumbago and Blacklead in the world.



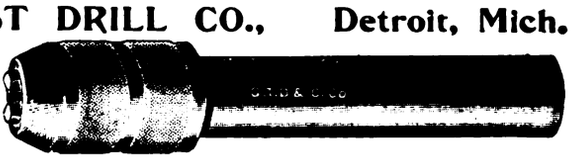
DON'T YOUR BUSINESS NEED A LIFT?

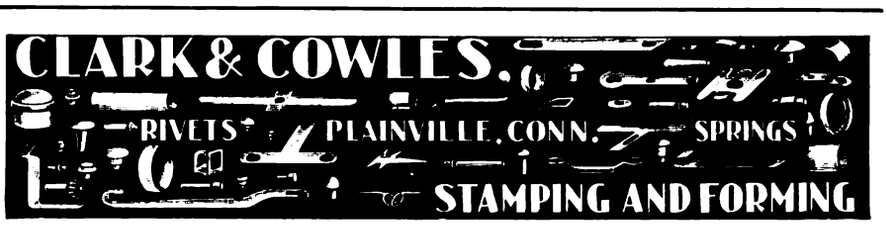
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MAKE ELECTRIC, HYDRAULIC HAND AND STEAM.
WE HAVE 3000 RUNNING
WRITE FOR INFORMATION BOOK No. 40.

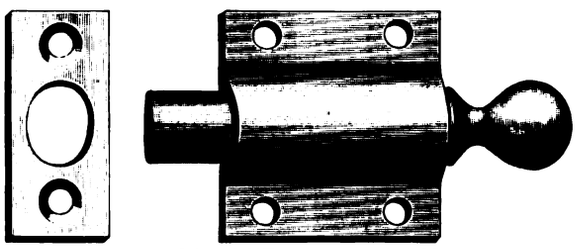
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Sole Manufacturers of
Graham Grooved Shank System of Chucks and Drills.
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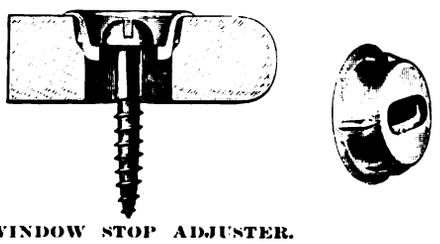




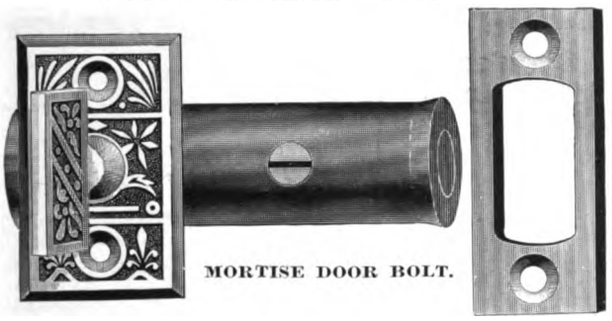
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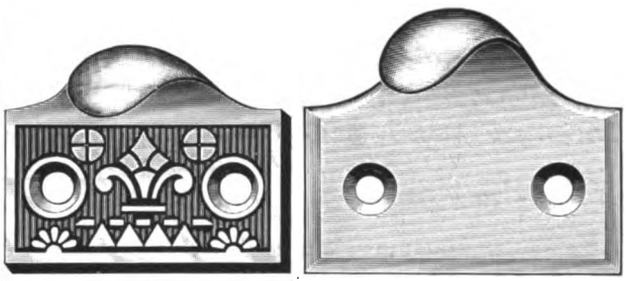
WINDOW VENTILATING BOLT.



WINDOW STOP ADJUSTER.



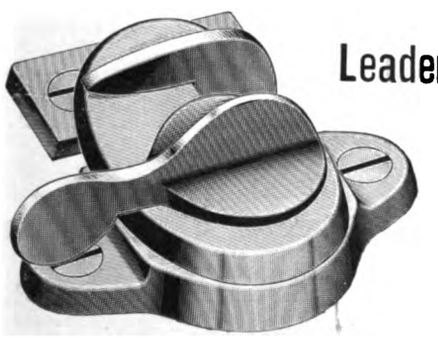
MORTISE DOOR BOLT.



SURFACE SASH LIFTS.

IVES PATENT

SASH LOCKS,
MORTISE DOOR BOLTS,
WINDOW HARDWARE SPECIALTIES,
IN ALL THE POPULAR FINISHES.

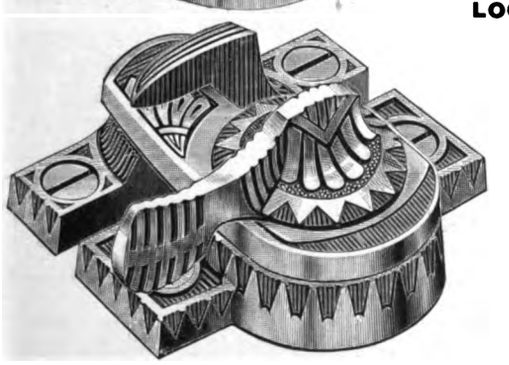


Leaders with the Hardware Trade everywhere . . .

Ives Patented Sash Locks.

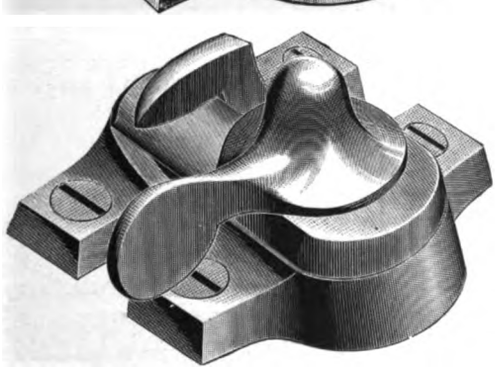
Have acknowledged superiority for the complete manner in which they perform the work they are intended to do.

LOCKS OPEN OR CLOSED WITHOUT THE AID OF SPRINGS.



Ives Window Stop Adjuster.

Insures protection against cold draughts, dust and rattling of window sash. Will not draw into the wood or turn in either direction.



Mounted Sample

Window Stop Adjuster and Thirty-page Catalogue of Window Hardware Specialties mailed free.

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HOBART B. IVES & CO,

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. . . FOR SALE BY ALL HARDWARE DEALERS. . . .

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MAKE NO MISTAKE.
40 years' reputation is guarantee enough as to the high standard of the
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WHEELER MADDEN & CLEMSON MFG. CO.
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Write for Lists and Prices.

THE NATIONAL SAW CO.
NEWARK, N. J.

"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

These Butts are better than the ordinary kinds. Made only by

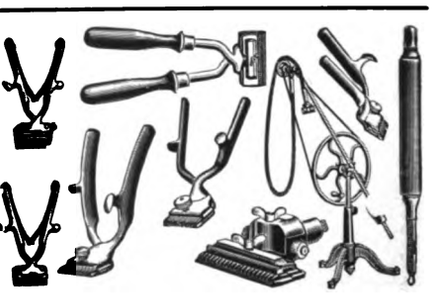
READING HARDWARE COMPANY,
New York, Phila., Chicago.
Factories, READING, PA.

KOHLER'S CURRY COMBS

MAGIC, B1-B2-B3
HUMANE, 063-083
SHEDDER, 163-183-182-181
FLEXIBLE BACK, 253-263-273-283



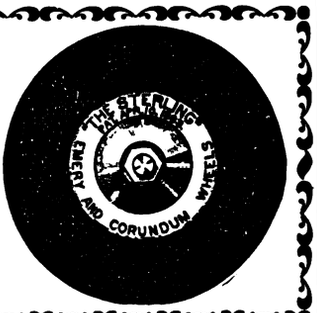
A1-A2-A3 Should be in every store. Write for Catalogue.
We solicit your orders. . **F. E. KOHLER & CO.,** CANTON, OHIO, U. S. A.

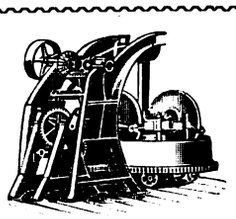


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ALL KINDS UNDER THE
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Barbers Adjustable,
The best made.

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Combination mill to grind clay.

SPECIAL MACHINERY
WIRE drawing, CLAY working,
RUBBER washing, CHAIN WINDING,
CUTTING and WELDING machines,
POWER TRANSMISSION, Pulleys, Shafting, Gearing Boxes, Collars, etc., etc.
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Do You Manufacture WIRE or SHEET METAL GOODS?
If so, you need the latest up-to-date
AUTOMATIC MACHINERY.
We have filled the wants of others in this line, why not yours?
THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

IS A GOOD ONE.

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"VIM"
CHAMPION
DISSTON'S
Special High-Grade Saw.

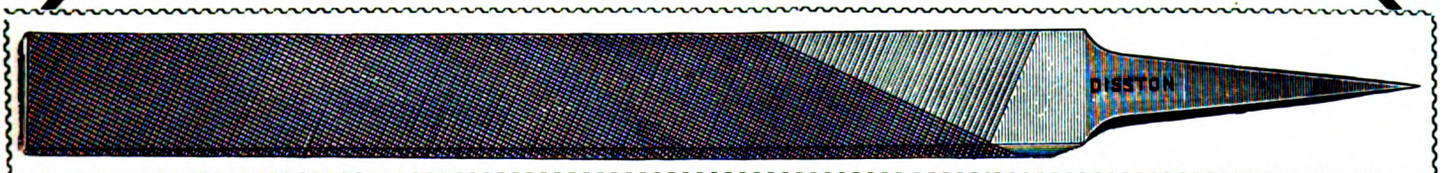
TAPER GROUND.



The above cut represents the principle upon which our Cross-cut saws are ground, the figures indicating thickness in gauges. This method of grinding guarantees a true taper from tooth edge to back of saw, and the evenness of gauge will be retained, as saw wears narrow, having the necessary clearance, preventing the saw from buckling from an end thrust.

We can furnish toothed to the end, and 12 x 17 gauge for the Pacific coast trade.

SUPERIOR FILES.



Manufactured from Crucible Steel.
Cut by Skilled Mechanics upon
the Latest Improved Machines, which
Gives a Proper Shape to the Teeth.

EVERY FILE IS CAREFULLY INSPECTED BEFORE LEAVING THE FACTORY, WHICH WARRANTS OUR CLAIM FOR AN EVEN TEMPERED FILE.

WRITE FOR PRICES ON THE ABOVE GOODS.

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Manufacturers of the

"FORT MADISON"

FORKS.
HOES,
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and Specialties:

Kretsinger "Cut-Easy" Hoes and "Cut-Easy" Corn Hook,
Crescent Double-Bit Hoes,
Crescent Cultivator Hoes,
Victor Garden Cultivator,
Etc., Etc.

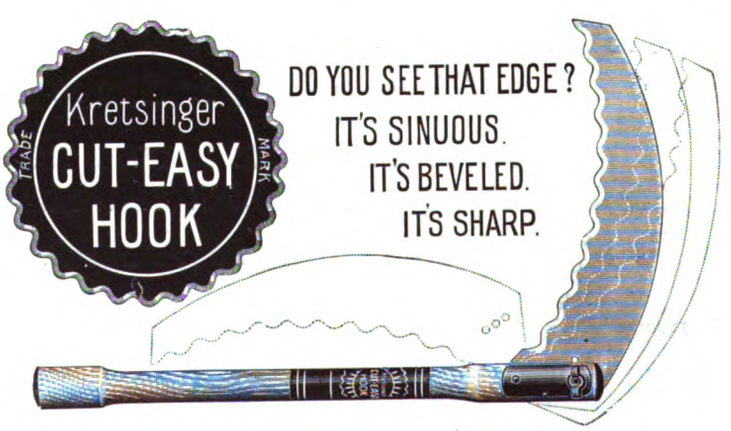


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The 'VICTOR' Garden Cultivator





Our Shops have run Continuously Forty-four Years.

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Trilby Design

(Wrought Bronze)

In Old Copper finish is a favorite for

Front, Vestibule,

Inside, and Sliding Door

Sets Complete.

Bell Pushes, Etc.

NORWALK LOCK CO.,

Manufacturers of **Builders' Hardware,**

Factory and General Offices,
SOUTH NORWALK, CONN

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BOSTON, 200 Franklin St. (CHAS. A. CUNNINGHAM.)
CHICAGO, 36 Dearborn St.
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OF NEW YORK,

RICHARD A. McCURDY, President,

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The Records of the Insurance Department of the State of New York SHOW THAT The Mutual Life

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And Pays More to Policy-holders,	($25,000,000 in 1896,

THAN ANY OTHER COMPANY.

It has paid to Policy-Holders since its organization in 1843, ($437,005,195.29)

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Are making a pleasant and profitable addition to their business. More Hardware Dealers are selling "IMPERIALS" as a side line than any other class of merchants, and WHY?

"Imperial Wheels"

REGISTERED TRADE MARK.

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are easy to sell—easy to ride. They give satisfaction and please the riders. "IMPERIALS" list this season at

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Highest Standard maintained in Workmanship, Material and Finish. They are bound to be Money Makers for any Dealer.

Write for Terms and Discounts.

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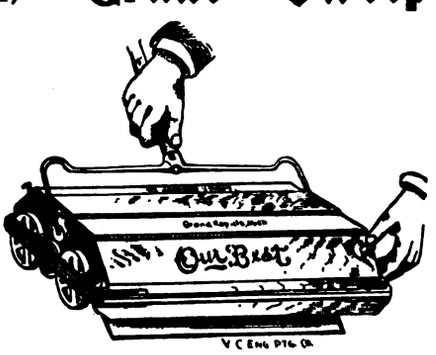
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Every Sweeper bearing the name GOSHEN Guaranteed. Write us for new prices before placing your order elsewhere.

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Improved Increment Cut

THE BEST IN THE WORLD.

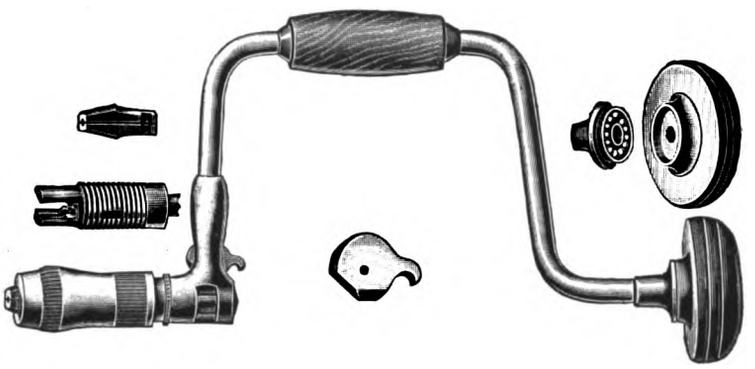
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New York. Chicago.

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THE IMPROVED PATENT RATCHET BRACE, BEST THING ON THE MARKET.



NOTE THESE IMPORTANT POINTS OF SUPERIORITY:

Simplicity of mechanism. Lever blade used for ratcheting. Ratchets either right or left, and to work stationary. Does perfect work with any size of bit. Twelve balls in head run on steel cups, as strong and easy running as those in bicycles. . . . . .

Also First Class Line of Butchers' Cleavers.

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THE CHAMPION GRATER. . .

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It Will Grate Cocoanut, Walnuts, Almonds and all Nuts. Chocolate, Horse Radish, Potatoes, Cheese, Crackers—Without Clogging.

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EXPORT AGENT:
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Design on Disc Patent dated August 17, 1897.
United States Patent Jan. 21, 1898.
English Patent, Aug. 17, 1897.
German Patent, Aug. 17, 1897.

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Automatic Machines for turning and finishing Cones, Cups, Screws, Nuts, Nipples, etc. Our machines are used extensively by nearly every prominent cycle manufacturer in this country and Europe.

STEEL STAMPINGS.

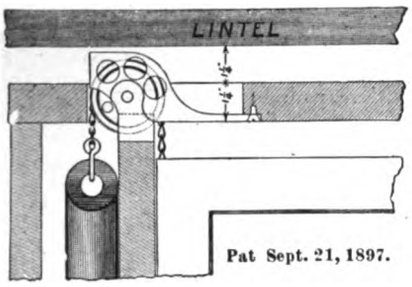
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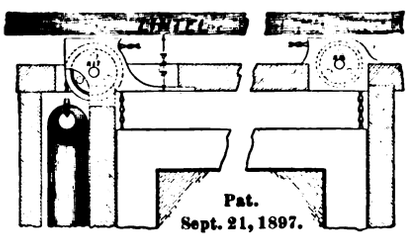
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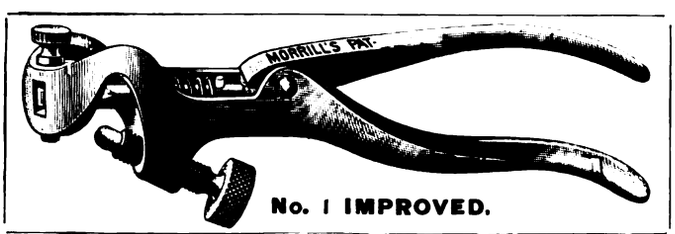
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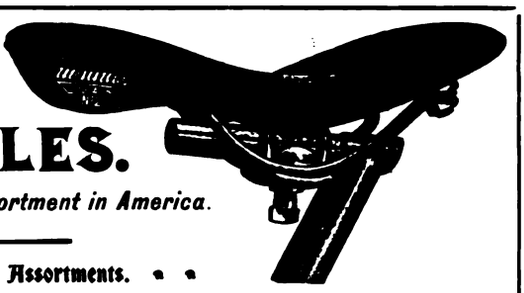
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Total	16.00

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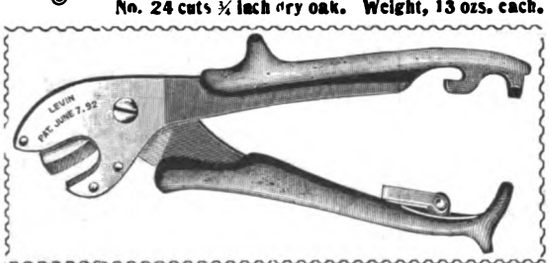
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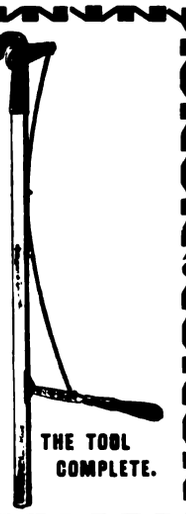
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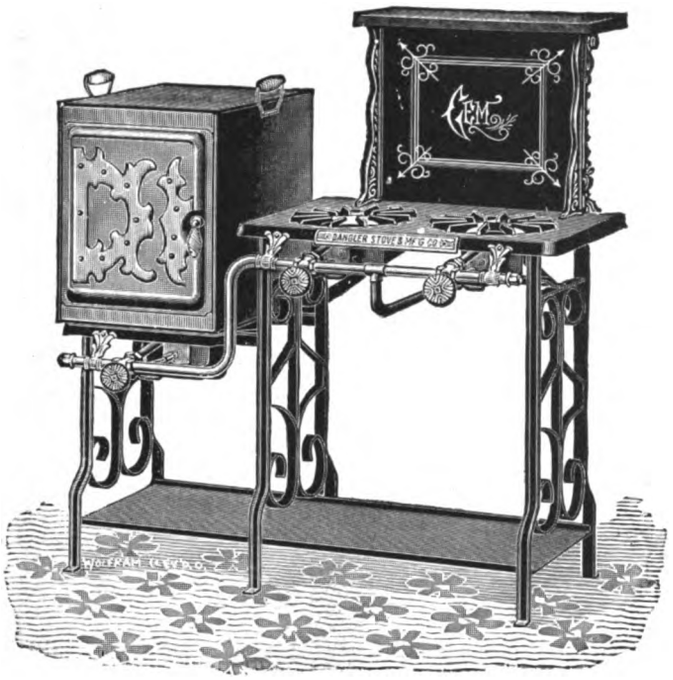
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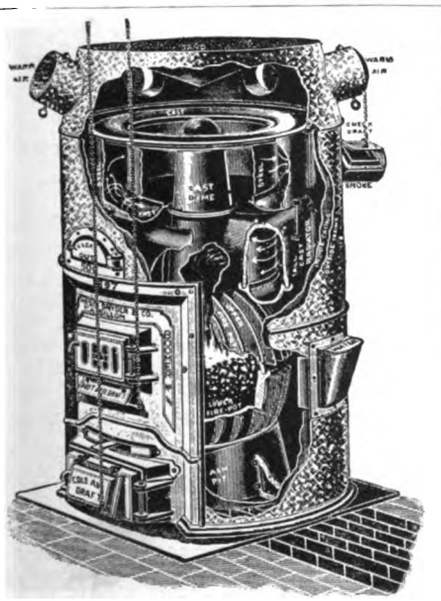
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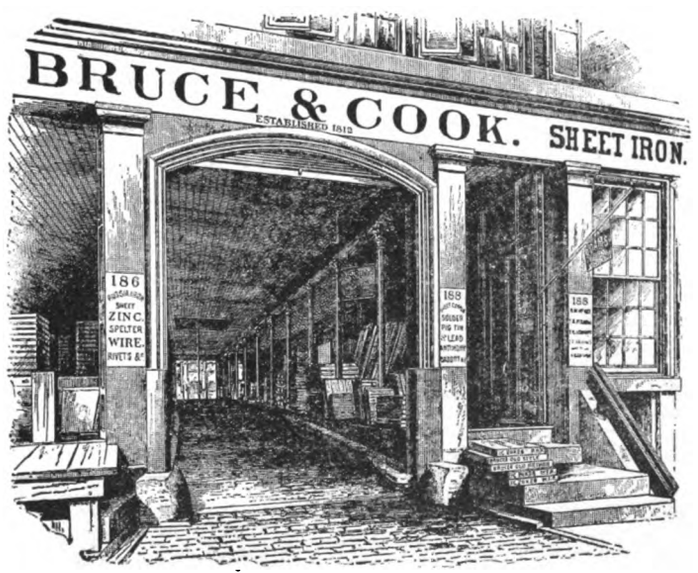
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Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
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Elbows--Adjustable.
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Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
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Kettle Ears.
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Metal Lath.
Metallic Paint.
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Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
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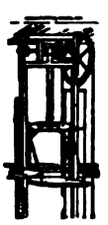
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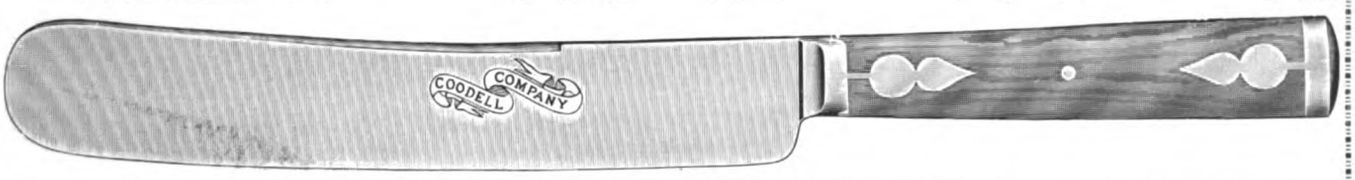
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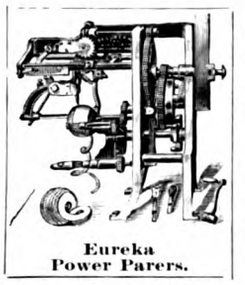
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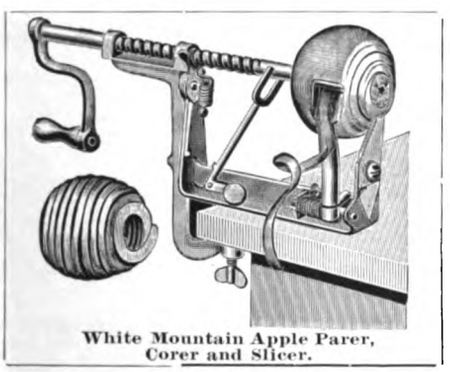


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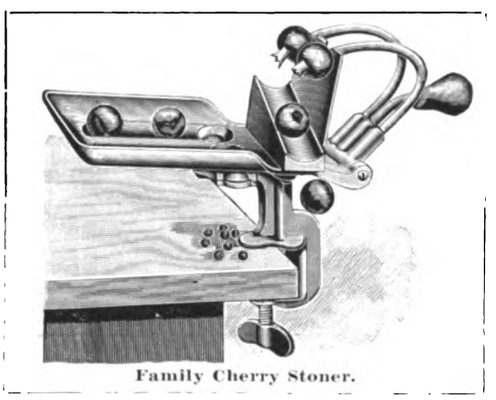

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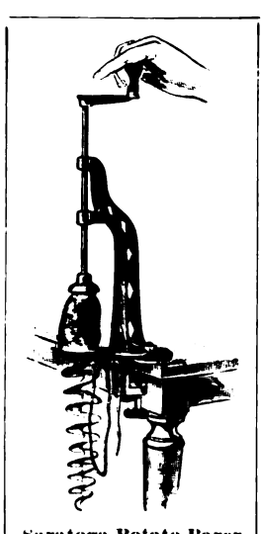
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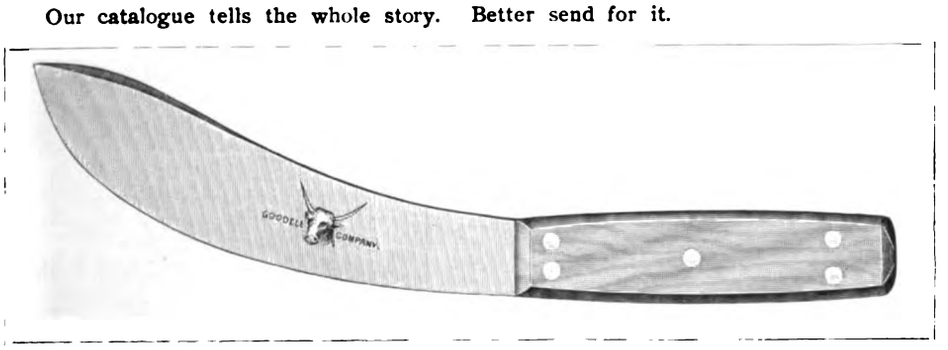

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We also make Potato Parers, and other useful labor-saving articles which should be in every first class stock of Hardware.

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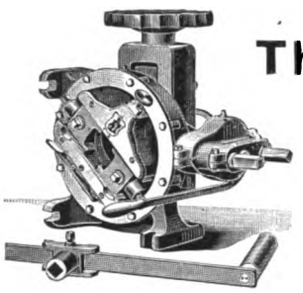
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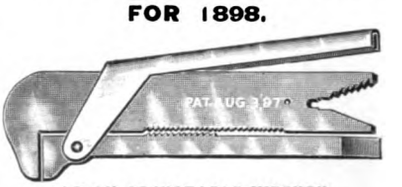
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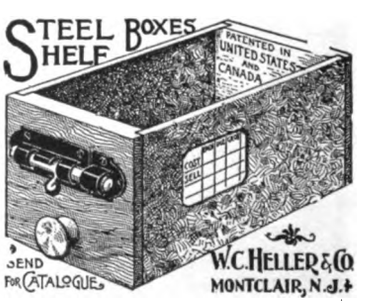
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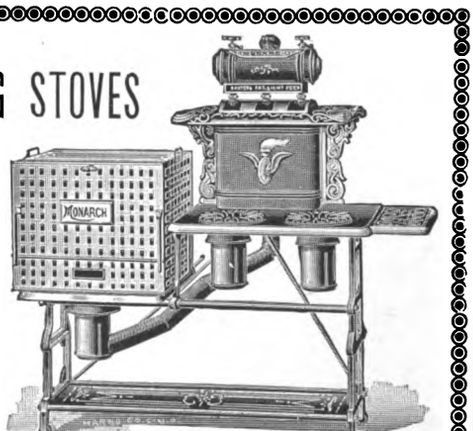
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None better. Simple, Effective, Strong, Compact, anyone can use it. Hardware Dealers sell them.

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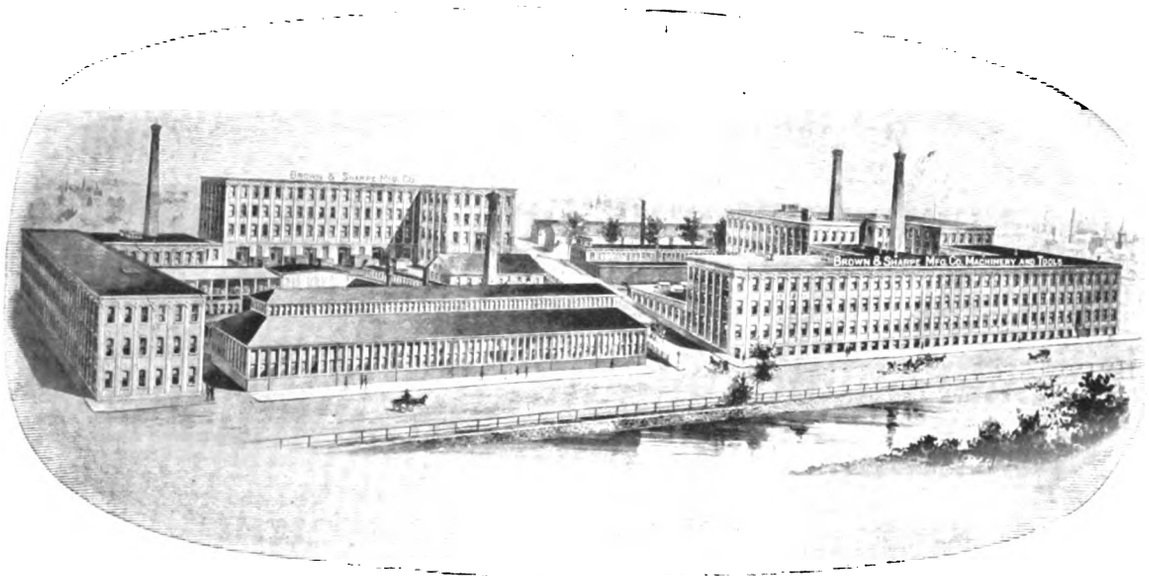
Sole Mfr., R. W. MONTROSS, Galien, Mich.

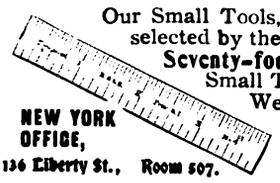
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Our Small Tools, **Cutters, Gauges, Micrometer Calipers, Standard Rules, etc.,** are selected by the Leading Manufacturing Establishments throughout the world.
Seventy-four different styles of Machine Tools and more than **2000** styles of Small Tools manufactured and usually carried in stock.
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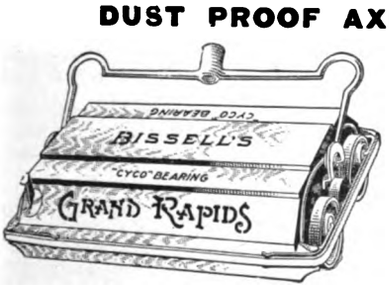


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CYCO BEARINGS.
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ANTI RAVELING PROTECTOR.
REVERSIBLE BAIL SPRING.



Bissell's "Cyco" Bearing

"Grand Rapids."

The most famous medium priced Carpet Sweeper in the world. Contains all the very best Bissell's devices and sweeps as well as the best.

In Nickel and Japan Finishes.





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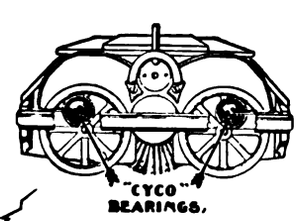
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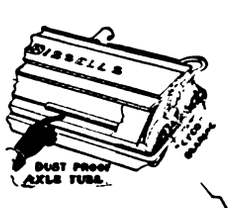


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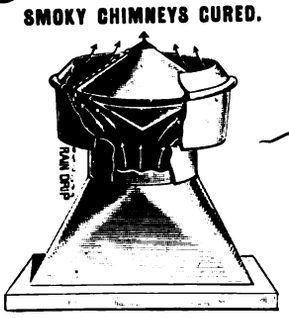
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TO VENTILATE Your Homes and Cottages
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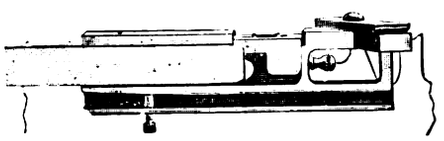
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We Guarantee Them, and make them in all sizes from 2 inches to 10 feet, of Galvanized Iron or Copper.

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SIDEDRESSES in any required degree.
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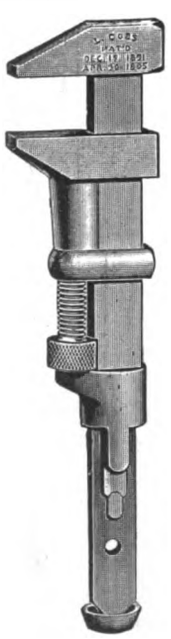
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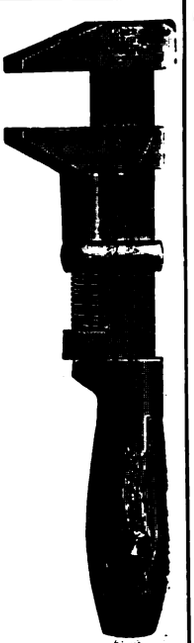
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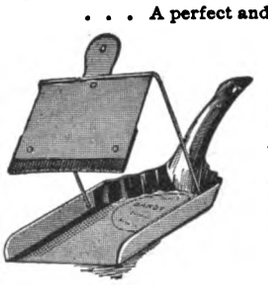


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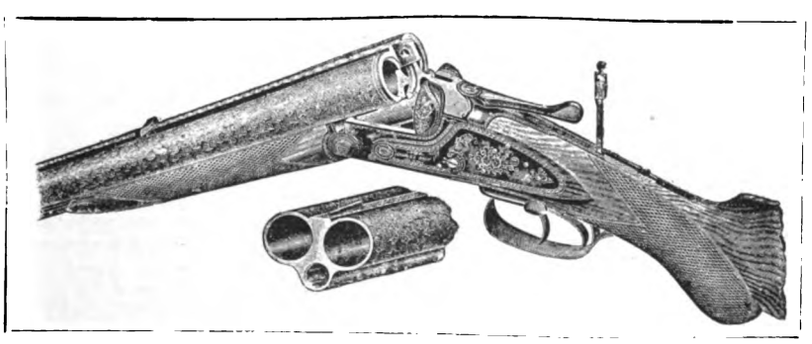
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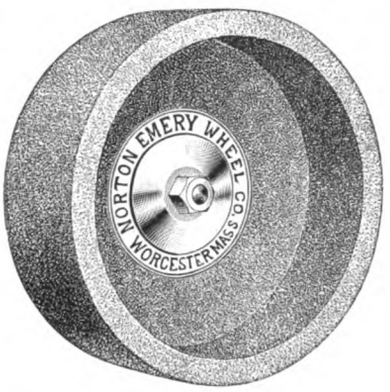
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NORTON



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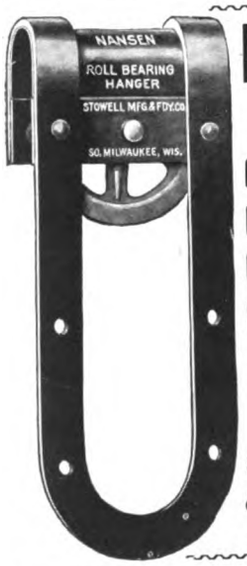


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It is "high time" to come to a decision on the Freezer question for 1898. Here's the point—whether you will sell the leading Freezer on the market, or allow some other dealer to reap the profits and secure a reputation by selling

WHITE MOUNTAIN FREEZERS.

They are just as staple as iron or sugar, and a good deal more profitable to sell. Your customers want and will have them.

The question is, will you supply this demand or lose these sales, and very possibly permanent customers, by allowing them to go elsewhere for what they **will buy somewhere?** It is a time-tested proverb that the dealer who sells the best goods secures and holds the best customers. Don't experiment—don't hesitate. Action alone counts.

Write your Jobber to-day for prices and information regarding WHITE MOUNTAIN FREEZERS. . . .

THE WHITE MOUNTAIN FREEZER CO.,

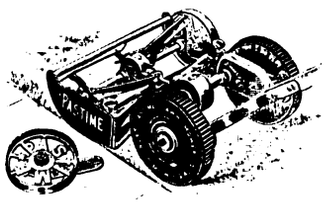
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NASHUA, N. H.

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PASTIME LAWN MOWER and TRIMMER.

IMPROVED 1898 MODEL.



This front cut mower trims to within ⅛-inch of any wall, fence tree, &c., by simply removing the Guide Wheel, as shown in cut. (Requires 5 seconds) Both wheels removed make it a double trimmer. It is sharpened with a file by the user. SEND FOR CIRCULAR AND PRICES.

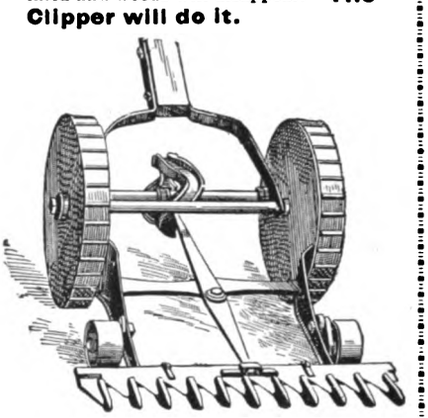
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Pastime Lawn Mower Co.,

We have the Best Weed Extractor in the Market. 226 ABBOTT ST., DETROIT, MICH.

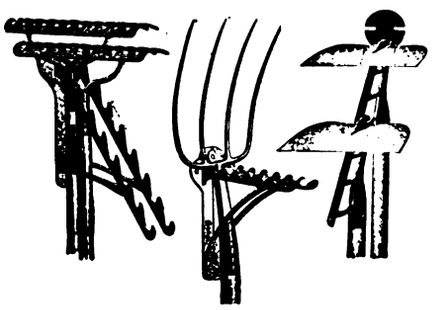
The Mower...

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CLIPPER LAWN MOWER CO.,

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For Forks, Shovels, Rakes, Hoes, &c.

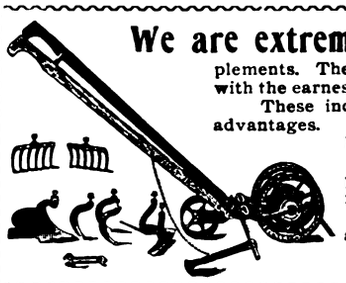
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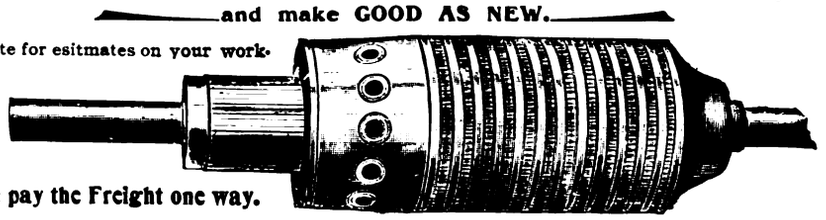
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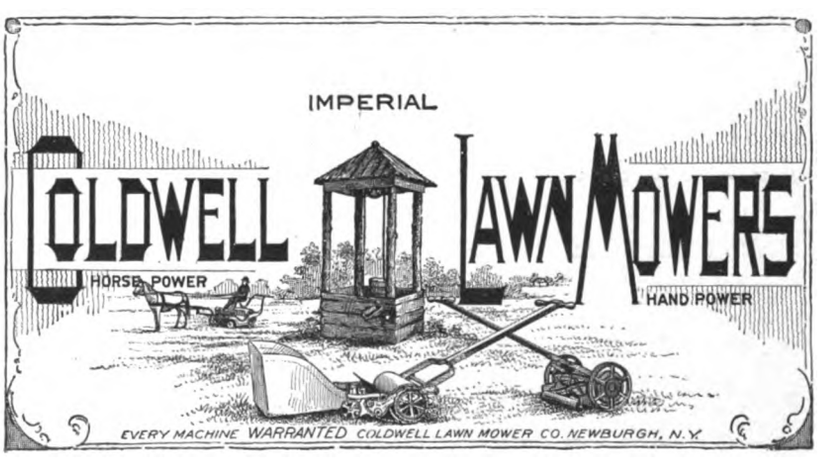
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IT'S IN THE TEETH.

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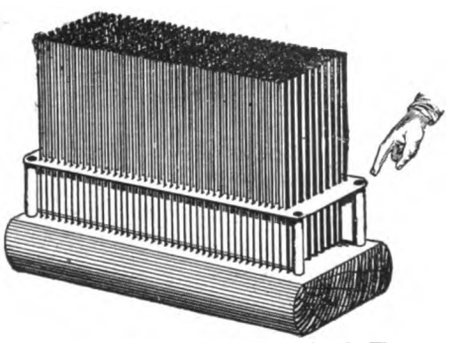


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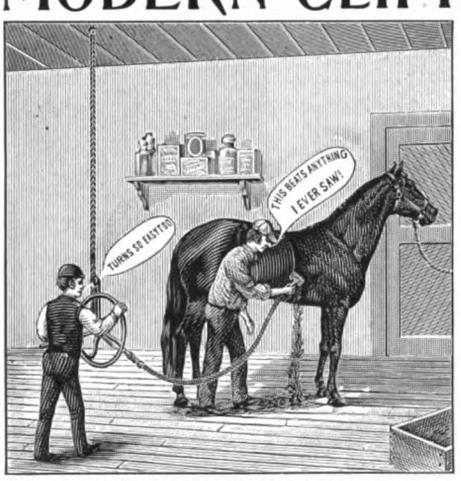
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MODERN CLIPPING MACHINES



HAMMACHER, DELIUS & CO.,
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RETAILS FOR $10.75.

All Hardwaremen can sell them. Get posted.

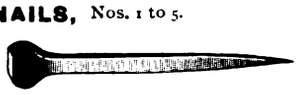
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158-160 HURON STREET,
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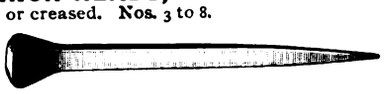


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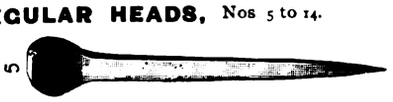
TURF NAILS, Nos. 1 to 5.



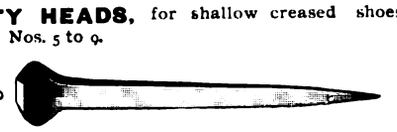
FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



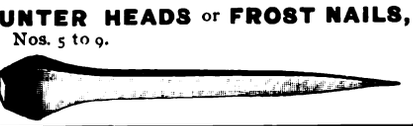
REGULAR HEADS, Nos 5 to 14.



CITY HEADS, for shallow creased shoes, Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



A POPULAR SYSTEM

The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

The high quality of the Putnam Nail makes it an easy seller at present prices.

Trade correspondence solicited.

For terms and discounts address

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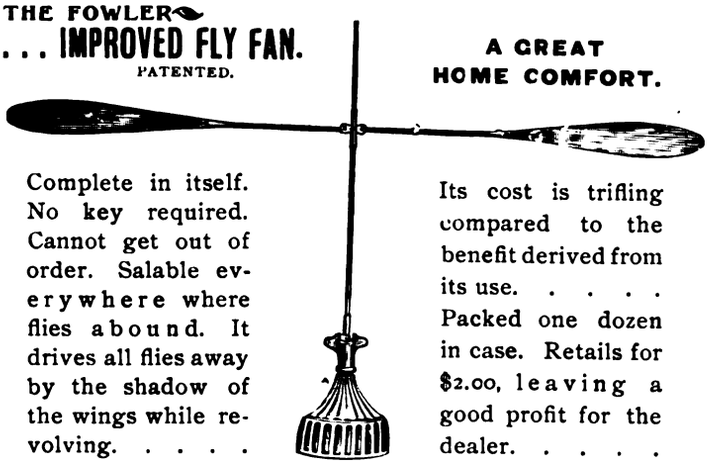
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Complete in itself. No key required. Cannot get out of order. Salable everywhere where flies abound. It drives all flies away by the shadow of the wings while revolving. . . . .

Its cost is trifling compared to the benefit derived from its use. . . . . Packed one dozen in case. Retails for $2.00, leaving a good profit for the dealer. . . . .

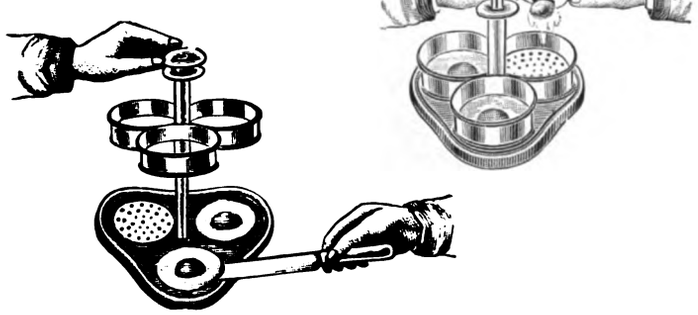
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SINGLE PAN, OPEN. DOUBLE PAN, CLOSED.

The latest and best aid to good bread baking. Bakes thoroughly, evenly, smoothly. No danger of burning bread. No special care in baking necessary. Is more easily cleaned **and is cheaper** than the crimped pans. May be stored in halves, nested, when not required for use. Occupies little space in store, and is a "trade puller" whenever a dealer will specialize with it.

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The most simple, complete, and practical egg poacher ever put on the market. Eggs dished perfectly "whole" and in nice round shape. Makes a splendid specialty for the Hardwareman, the price being particularly low and the retail price allowing of a big margin of profit. A "trade bringer" in every respect.

CAN BE RETAILED FOR 10 CENTS.

IMPROVED GALVANIZED IRON SPRINKLER.



Every part double seamed and riveted. Comely shape. No weak points. Made in 6 sizes, 4. 6, 8, 10, 12 and 16 qts., and an extra heavy 16 qt. size for contract or municipal purposes.

LOW PRICES. SEND FOR THEM.

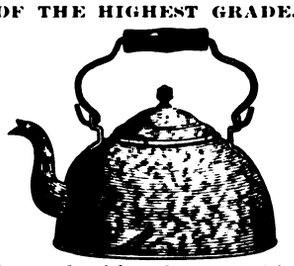
GALVANIZED WASH TUB.



Well galvanized, more satisfactory in every way than wood tubs. Four sizes, No. 0, 20x10; No. 1, 21½x10⅝; No. 2, 22¾x10⅝; No. 3. 24⅝x10⅝.

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Full weight, and sold at figures which keep pace with the low prices quoted on the "light weight" goods flooding the market during the past year or two. Symmetrical shapes, with the toughest and most tenacious kind of enamel known to the trade, and the popular mottled grey color, makes **"Greystone"** very desirable for dealers' trade. Dealers can always get a **full** line of this splendid ware.

Oak and Walnut Grained Water Coolers. Refrigerator Pans, &c., &c

We manufacture a complete line of Plain and Retinned Stamped Ware, Pieced Ware, Galvanized Ware, Japanned Ware, and other Sheet Metal Goods. . . . . .

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How's Your Stock?

Consult Your Jobber About

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Meat and Food Chopper

Tinned



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Cherry Stoner



No. 1, Japanned, $7.20 per dozen
No. 2, Tinned 9.00 per dozen

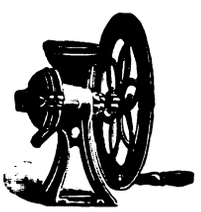
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Tinned



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POPULAR SPECIALTIES

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THE "KLONDIKE" COMBINATION CAN OPENER AND TACK PULLER.

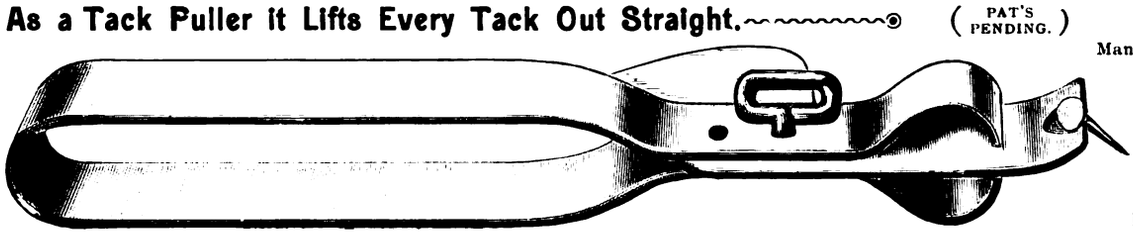
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By turning the set screw the blade revolves and brings either tool into position. **Tempered Blade, Plated Handle.** Handsomely put up.

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As a Tack Puller it Lifts Every Tack Out Straight. (PAT'S PENDING.)

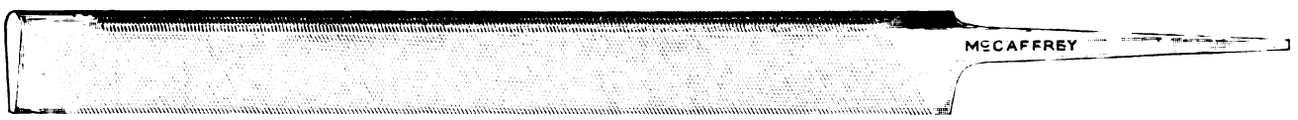


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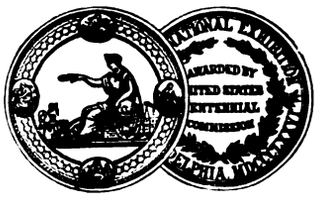
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HIGHEST AWARD.



HIGHEST AWARD.

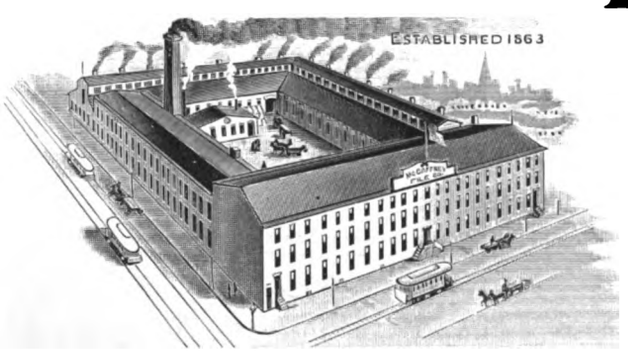




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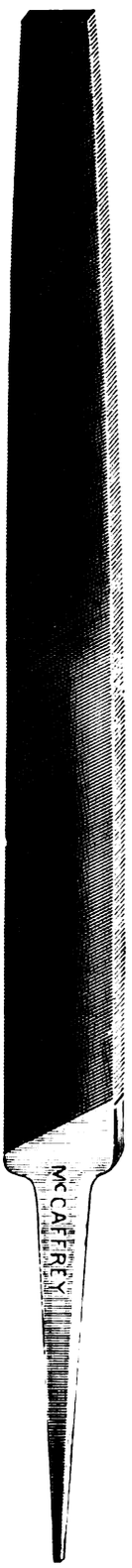
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HIGHEST AWARD.



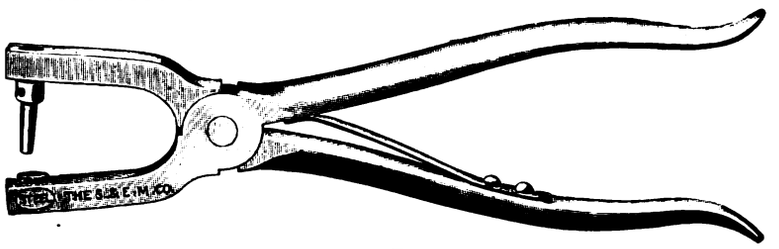
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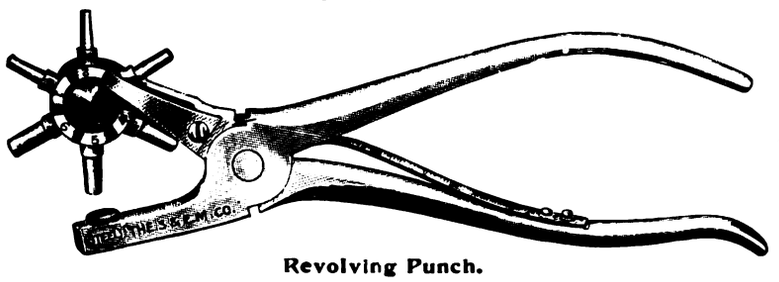




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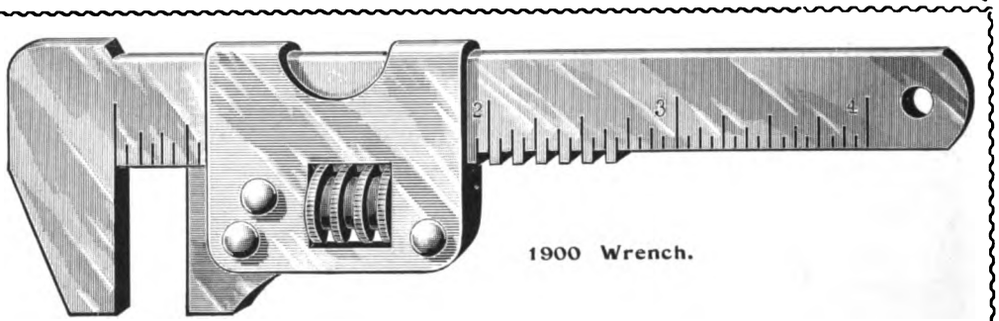
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HARDWARE

VOL. XVII. APRIL 10, 1898. NO. 1.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

BRANCH OFFICES: { CHICAGO, - No. 1142 MONADNOCK BLOCK. BOSTON, - - No. 33 EQUITABLE BUILDING.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED. A, CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

A Hardware Association Number.

The Hardware Associations of the United States have reached a point in numbers, size and influence to warrant something more than the casual mention which they receive, from time to time, in the journals devoted to that particular branch of industry which they represent.

With this number, *Hardware* has reached its eighth anniversary, and the thought has occurred to us that this event could not be celebrated in a more fitting manner than by the publication of a special issue devoted to the history and present condition of these great organizations, the majority of which have come into being since the publication of our initial number of April 10, 1890. We are glad to remember in this connection, that *Hardware* has, during all these years, done everything within its power for the creation and extension of these organizations, and for the cultivation of that feeling of harmony and good will among the members of the trade, which constitutes the great foundation stone upon which they have all been reared.

The announcement made in our issue of February 10th, that a number of this character was contemplated, was received by the trade everywhere with expressions of approbation and cordial good will. The idea received the personal and official endorsement of the trade everywhere, especially from those who have been most efficient in the formation of these various organizations, and into whose hands their interests have been officially committed. This spirit of co-operation and cordial good will has been emphasized in all directions by the preparation, at the hands of these officials, of the many histories of the Associations found in the pages that follow. These have been supplemented by articles from the presidents of the various Associations, in answer to the question: "What has your Association done for the moral, social and business interests of the Hardware trade in the section which it especially represents?" We have also received letters from a number of leading Hardwaremen in answer to the question: "Do you believe in Hardware Associations, and *Why?*"

It is unnecessary to ask the trade to carefully examine the various pages of valuable and interesting matter of which this number is composed. Taken collectively, these articles form a compact and authentic history of the movement which has become so universal in the trade during the past decade; which we are certain will extend and broaden in character and possibilities for good as the years go by. This makes of this number a record which every Hardwareman who is interested in the good of the trade to which he belongs, should carefully preserve for future reference. We feel, with all the results now before us, that the care, labor and money, which have been expended in the preparation of this number, have been well spent for the general good; and if the trade will accept this tribute in the spirit of good will in which it is offered, we shall feel doubly repaid for the effort out of which it has originated.

A word as to the size, character and finish of this number may be pardoned under the circumstances. We do not believe that a finer illustration of the capacity for artistic enterprise to be found in the way of trade journalism, could be furnished than that shown in this present birthday number of *Hardware*.

We wish to cordially acknowledge the great assistance which has been given us by our friends in all directions, in the making of this number. This includes all the officials and other gentlemen who have kindly furnished us with information asked for; the manufacturers, jobbers and dealers, who have aided us in the preparation of this number by the special advertising which has been generously given us; and to the entire Hardware trade, wherever found, who are to be counted among the readers of this number. It is our purpose in the future, as in the past, to do everything in our power to aid in the creation and upbuilding of these associations. No call in this direction has ever been made upon our time or space, without such willing and earnest response as it was within our power to give; and we hope that this may be said with greater force in the future, than has been possible in the past.

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A Hardware Association Number of "Hardware."

[The subjoined article from our issue of Feb. 10, 1898, is reproduced, as it shows the purpose had in mind in the publication of this special issue.]

On April 10th, 1898, *Hardware* will celebrate the eighth anniversary of its birth.

That there was a large and profitable field awaiting development by a first class Hardware journal, that should devote itself exclusively to the Hardware trade, has been demonstrated by the success which has crowned the efforts of *Hardware* from the initial number.

Despite the fact that recent years have not presented such conditions of prosperity as we all could have wished, *Hardware* has developed and extended its circulation and influence, until to-day it is read and quoted in every quarter of the land, and is a welcome visitor to the commercial marts of the entire globe. It was the purpose of those who founded the journal, and is still the high aim of those to whose hands it is yet entrusted, to keep it upon the highest possible plane of trade journalism; to make it clean, respectable and useful; to see that it properly represents the great Hardware interests of this country; that it gives the news, and all the news, and advocates such measures as best represent the great interests of which it is an exponent. That it has succeeded in a large measure in fulfilling these conditions is evidenced by its success, and the loyal support which it has secured at the hands of the trade everywhere—manufacturers, jobbers, retailers and every other line of labor which is in any way, directly or indirectly, connected with the Hardware trade.

We take occasion at this moment to extend the most earnest thanks of *Hardware* to all who have in the busy eight years past, assisted it in the accomplishment of this purpose.

Hardware has certainly used its best effort for the promotion of neighborly friendship and good fellowship among the members of the trade. It has given freely of its space for the dissemination of news in regard to the great Hardware organizations which, since 1890, have become so grand a force for good in the Hardware world. It has by its voice, encouraged in every possible way the creation of organizations having for their purpose the bettering of trade conditions, and has been an enthusiastic supporter of every movement having for its purpose the good of the trade.

It occurred to us that the celebration of our anniversary of April 10, 1898, could be made of signal usefulness to the trade everywhere, by the publication of a SPECIAL HARDWARE ASSOCIATION number.

It is our purpose, therefore, with that issue, to present a mass of valuable information in regard to the beginning and growth of the great forces or organizations which have accomplished so much in the way of acquaintance, better business methods, and the cultivation of fraternal regard. These sketches of the rise and growth of the organizations will be accompanied by portraits of various officers of the same, special articles from the pen of men who have been instrumental in the founding of these societies, and much else of interest in connection therewith. We feel that the time has come when the various steps which led to the creation of these forces within the Hardware trade should be gathered and properly placed upon record, and more especially as the information can now be secured at first hands, from those who assisted in this work.

We ask the hearty co-operation of Hardwaremen everywhere in this laudable effort, and our experience of the past leads us to firmly believe that the same will be given with a generous willingness which shall be very effective in its results.

The Lamp of Experience.

No one interested in the Hardware trade can read the various communications which appear in this issue, from the pens of those men competent to speak, without being thoroughly converted to the opinion that association among the members of the trade, and combination for social and business interests, pay one hundred cents on the dollar.

It is interesting to note the various steps by which these several organizations came into being. The secretaries have, in several instances, taken note of the fact that in the beginning there was distrust and mistrust among the members of the trade, which had to be overcome before organization could be regarded as of practical effect. It is also surprising to note how suddenly and thoroughly each suspicious dealer became convinced that his opponent was a pretty good fellow after all, when once the barriers of business reserve had been broken down, and the two came together, in friendly social relations. It is quite difficult to feel coldly and suspiciously toward a neighbor after one has broken bread with him, and sat with his feet under that neighbor's table. In one sense, these annual dinners, and stated association meetings, have made of each member a host, entertaining the rest of the trade; and out of each gathering has grown a more distinctly friendly feeling, and a closer harmony of interest, than the majority of Hardware merchants and manufacturers of the country, could have thought possible in the beginning.

Those States and localities in which organizations have not yet been effected, can learn much by reading of the preliminary steps in such States and localities as already possess successful and efficient working Hardware Associations. The labors and successes of those who have succeeded in creating and maintaining an efficient organization, belong, by the right of heritage, to those who have yet to travel in the same direction. We believe that the movement toward organization has by no means reached its culmination, but that it will continue until every State in the Union, and perhaps every large city, has an organization of its own.

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COMMENDING OUR SPECIAL EDITION.

PRESIDENT HARDWARE CLUB OF NEW YORK.

Editor Hardware: I have read with no little interest your editorial of February 10, 1898, in which you state that on the eighth anniversary of *Hardware*, in your edition of April 10, 1898, you intend to publish a special number devoted to the Hardware Associations of America.

While congratulating you upon the great success of your paper, and believing that the value of such a publication to the trade, not only in this country, but throughout the world, cannot be estimated, I wish to commend you specially for your decision to publish the special edition above noted.

No one can understand, who has not thoroughly studied the question, the great amount of good which has been done to the Hardware trade, and to the business world generally, by the formation of the various Hardware Associations which are now found in almost every State in the Union, many of which are national in their character, and nearly all of which have been established during the eight years which have elapsed since the beginning of your journal.

It seems to me an appropriate time to gather up the points of history connected with these various associations, and to place the same upon record. Personally and officially, I shall be pleased to assist you in all possible ways in the carrying of this excellent project into execution.

Yours very truly,

PETER MCCARTEE,
President Hardware Club of New York.

New York, Feb. 14 1898.

PRES'T MERCHANTS' & MANUFACTURERS' ASSO. OF PHILADELPHIA.

Editor Hardware: It gives me great pleasure to learn that *Hardware* is to celebrate its eighth anniversary, especially as I have watched its growth from the very start, and have done so with considerable interest, as I have al ways found it a bright, newsy paper, and one which has probably been a benefit to the trade in general.

I understand that it is your purpose on April 10th to issue a special edition devoted to the Hardware Associations of the United States, and as, as far as I know, these associations have never been treated as a whole, we think that a presentation of the subject in this way would be of considerable interest, and will be very happy to aid you as far as is in my power—particularly in view of the fact that I believe our Philadelphia Hardware Jobbers' Association to be the oldest in the country.

With congratulations on your anniversary, and best wishes for your future prospects, I am,

Respectfully yours,

Philadelphia, Feb. 12, 1898. JAMES H. RITTER.

NEW ENGLAND HARDWARE DEALERS' ASSON.

Editor Hardware: I have read your editorial in the issue of February 10th, and it meets with my hearty approval. It seems to me that your paper can do no better work than to encourage in every way the Associations which were formed, and are forming so rapidly in the several States. The New England Hardware Dealers' Association, organized March 15, 1893, remember with pleasure your efforts in their interests. While our Association is flourishing, and we believe that the association of its members with each other has done much toward mitigating the evils attendant upon close competition, we still need the influence of the press, and especially of our Hardware papers, to extend the knowledge of the Association and its doings. I would like to take this occasion to say that in my opinion any National Association should be, in fact, as well as in name, broad enough to include representation from every association in the United States. I took occasion to state my views on this subject at the forming of a National Association in Chicago, at the time of the World's Fair, as I did not think that Association was broad enough in its scope, and it seems to me that the present National Association is hardly able to take in every association in existence. We would say that the New England Hardware Dealers' Association includes in its active membership both jobbers and retailers, and you will know that the distinction between these two classes in a great many cases is very fine.

Trusting that the issue in question will accomplish the results for which you are seeking, and that *Hardware* may have a prosperous new year, I am,

Yours truly,

D. FLETCHER BARBER,
President.

Boston, Mass., Feb. 12, 1898.

NEW ENGLAND IRON & HARDWARE ASSOCIATION

Editor Hardware: It is with much pleasure that I learn of your intention to celebrate your anniversary with a "Special Hardware Association number."

It has been proved beyond doubt that intelligent and brotherly co-operation, as exemplified in national, state and city organizations, have produced wonderful results during the depressed conditions of the past four years. The support and endorsement accorded through your columns is fully appreciated.

May long years of activity and prosperity be your reward. Very sincerely yours,

L. C. CARTER,
President.

Boston, Mass., Feb. 15, 1898.

SECRETARY OHIO HARDWARE ASSOCIATION.

Editor Hardware: I am greatly pleased to notice by your editorial in the HARDWARE of February 10 that you contemplate a special Hardware Association number in the near future.

As one who is now and has been deeply interested in the welfare of the Ohio Hardware Association, I hasten to express my hearty approval of this project.

This is an age of organization. The intelligent, progressive, active Hardware dealers are found in these associations, in order that they may avail themselves of advanced business ideas and methods. Such a number of HARDWARE must surely be of great benefit to both State and local organizations, and also in an indirect way to the dealer. Respectfully,

JOHN F. BAKER,
Secretary Ohio Hardware Association.

Dayton, Ohio, Feb. 16 1898

PRES'T MINNESOTA RETAIL HARDWARE ASSOCN

Editor Hardware: I read with much interest your editorial in *Hardware* of the 10th inst., and your idea of making the anniversary edition of the same, one devoted to Hardware Associations, is a good one. The retail Hardware trade throughout the United States is suffering from many evils which could be alleviated through organized effort, and a full discussion of these evils and their remedies, through the medium of trade papers, would assist in the

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formation of such organizations when they do not already exist and would aid those already formed.

Any information or assistance we can render you in this work will be cheerfully given.

Respectfully,

St. Cloud, Minn., February 18, 1898. CHAS. F. LADNER.

PRESIDENT MICHIGAN HARDWARE ASSOCIATION.

Editor Hardware: I am very glad to learn that you will devote your anniversary number, April 10, especially to the history and interests of the Hardware Associations of America. This is a splendid idea. The vast amount of capital invested by very many of the most progressive, enterprising and intelligent citizens of this country in the Hardware business is entitled to the favorable recognition and encouragement of your valuable paper, and no doubt will be read in every quarter of the land.

As you are thoroughly familiar with the organization and progress of the Michigan Hardware Association, I will not encroach very much on your good nature or valuable time, only to say that the future of the Michigan Hardware Association looks brighter than ever, and no doubt we will have the largest representation at our next annual meeting in July at Detroit that we have ever had.

I am now preparing a route and list of names of dealers in all the larger cities in the State, on whom I shall personally call during the month of March, and endeavor to explain the objects and advantages of the Association to them and solicit additional memberships.

I cannot understand why so many of the wide-awake dealers in Michigan and other States have not identified themselves and taken an interest in the State Associations, but have no doubt very many will do so, when the benefits to be derived by membership in State Associations are better understood, and I hope will eventually lead to the organization of a National Retail Hardware Dealers' Association.

Wishing your valuable paper HARDWARE continued success and prosperity, which you so much deserve, I am,

Yours truly, CHAS. F. BOCK,
President Michigan Hardware Association

Battle Creek, Mich., Feb. 17, 1898.

Cleveland Hardware Association.

The Cleveland Hardware Association, Cleveland, Ohio, was organized in 1886. Its object was to become better acquainted, to discuss methods of doing business and cultivate friendly relations with manufacturers. George Deming, of the Geo. Worthington Co., was the first president; Henry Blossom, of the W. Bingham Co , the second, and C. B. Lockwood, of the Lockwood-Taylor Hardware Co., the third. B. L. Pennington was the first secretary. W. H. Coles, of the McIntosh-Huntington Co., succeeded him.

It was not organized for the purpose of agreeing upon prices. It has done much to make business life pleasant by showing that competitors are not necessarily enemies.

A Baltimore Association.

The Association known as the Hardware & Iron Dealers Association of Baltimore City, Md , organized early in 1898, is not a general Hardware organization, but consists of several dealers who sell horse shoers' supplies. They have come together for the protection of their mutual interests. The present officers are: President, Jacob Wolf; vice-president, Louis Schaefer; secretary, W. Wyeth; treasurer, E. Scott Payne.

Conductor (irritably)—"Well, say, why didn't you take the car right behind us? It isn't half full. What made you insist on climbing into this crowded motor?"

The passenger (more cheerfully).—"It's the old excuse, my friend, I didn't know it was loaded."—*Exchange.*

Northwestern Retail Hardware Association.

This organization, representing the great Northwest, may be said to have come into being on the organization of the Minnesota Retail Hardware Association. It is made up to cover the States of Minnesota, Wisconsin and North Dakota. The first meeting was held on February 10, 1898, and the following executive committee elected: Charles F. Ladner, Minnesota Association; C. A. Peck, Wisconsin Association; Clark W. Kelley, Dakota Association. J W. Clark is secretary, with headquarters in the Boston block, Minneapolis. The membership of this Northwestern Association comprises 650, and all the States represented are working together in unison. Each Association is represented in executive session by the president, or any member of the local Association that the president may appoint. The expense incurred by the executive board is borne jointly by these local State Associations, in proportion to their per capita membership. The following resolutions explain in full the object of this Association, and the work it has set itself to do:

Resolved, That the members of this Association confine their purchases of Hardware, stoves and tinware to manufecturers and wholesale dealers who sell goods only to firms that are regularly engaged in the retail Hardware business as defined in these resolutions.

Resolved, That it is the sense of this Association that the interpretation of the term "retail Hardware dealers" as set forth in the above resolutions, to entitle him to purchase Hardware, stoves and tinware, be construed to mean any person having an established place of business and carrying a line of Hardware, Stoves and Tinware and such other goods as are usually kept in a first-class Hardware store, and in cities of less than 5,000 population, all persons carrying a general line of Hardware in connection with any other kind of merchandise.

Resolved, That it is not the intention of the above resolution to prevent the interchange of goods mentioned between manufacturers and wholesale dealers in such goods, or for the export trade, and the interpretation of said resolution is hereby vested in the Executive Committee with power. The following are exempt from these resolutions: The United States Government, State county and city institutions, railroads, gas, water and electric light companies and such other manufacturing industries and companies as the Executive Committee may approve, for such goods as are necessary in their respective lines of business.

Resolved, That any manufacturer or jobber in Hardware, Stoves and Tinware furnishing net prices, or any discount from list prices, contrary to the foregoing resolutions, either by themselves, employees or agents, shall be considered as disapproving the above resolutions.

Resolved, That this Association shall, so far as lies in its power, keep a record of all goods sold, and by whom sold, to catalogue houses and department stores and of all other violations of these resolutions.

Resolved, That any member purchasing goods from any manufacturer or jobber who has been listed by the Executive Board as disapproving of these resolutions shall be subject to a fine or expulsion at the discretion of said Executive Board.

Resolved, That every member of this Association is constituted a committee of one, and is expected to report to the proper officers of his local State Association any violation of these resolutions.

Resolved, That it is the duty of the president of the local State organizations to report to the executive officers of the Northwestern Association any violation in his State of these resolutions.

Resolved, That the secretary of the local State organization furnish the secretary of the Northwestern Association with a list of the members of his State Association, with corrections from time to time as changes may take place in the membership.

Resolved, That these measures are just and necessary for our welfare, and a rigid enforcement is demanded.

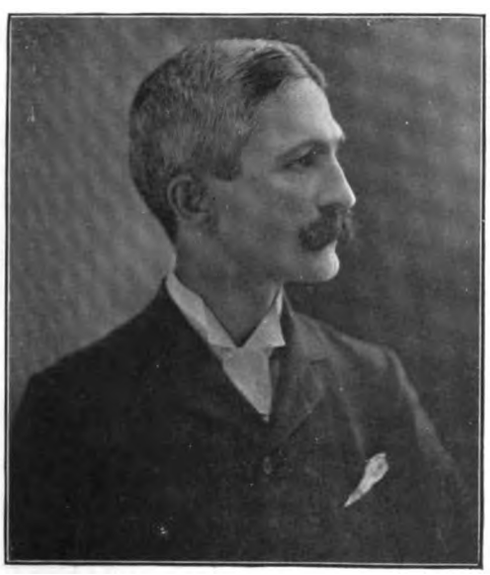
Resolved, That we urge our officers to use their best endeavors to bring about the formation of local State organizations in adjoining States not now organized, and upon application admit them to membership in this Association on terms and conditions heretofore set forth in these resolutions, with the end in view that a uniform system of protection for the trade will prevail throughout the entire Northwest.

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THE OHIO HARDWARE ASSOCIATION.

Editor Hardware: Some time during the month of September, 1894, a number of prominent Hardware dealers in our State received a brief letter from Theodore Butler, president of the Standard Hardware Co., of Akron, Ohio, asking their opinion as to the formation of a State retail Hardware Association. In this letter Mr. Butler expressed the thought that the time had arrived for such an organization, and briefly outlined his ideas, asking those who were in accord to meet him at Columbus, October 10, 1894.

Thirteen firms were represented at this meeting. An organization was effected, and a constitution and by-laws adopted. After the committee on resolutions had made its report, which was confirmed, it was unanimously agreed among those present to use their best efforts to build up an



H. C. WISEMAN, PRESIDENT OHIO HARDWARE ASSOCIATION.

Association that would be a power for good to the retail dealers of Ohio.

At this meeting the following were elected the officers:

President: T. J. Morris, of Lima.

Vice-President: F. M. Bashore, of Paulding.

Secretary: Theodore Butler, Akron.

Executive Committee: J. H. Kauke, Van Wert; Fred Haberman, Marion

It was also decided at that meeting that an invitation should be mailed to the Hardware dealers in the State, asking them to attend a meeting, to be held in Columbus, at the Neil House, February 13, 1895. Notwithstanding the fact that this notice was sent broadcast throughout the State, only sixteen dealers were present. Of this number, there were nine members who were not present at the first preliminary meeting. Quite a number of letters were received from dealers, expressing themselves as being in harmony with the meeting and its objects, but stating their inability to be present. After an address of some length by President Morris, the afternoon was spent in mutual exchange of ideas, followed by the re-election of the officers of the Association.

When the hour for supper arrived, it was decided to meet together in the ordinary of the hotel, and covers were laid for sixteen guests. Three of the number, however, being unable to be present, only thirteen persons responded. Lest any of your readers may be of a superstitious turn of mind, the writer will quiet their fears by saying that none of the thirteen who sat at the table died during the year, thus setting at variance the prevalent idea that one of thirteen in a company must die within the twelve months following. The supper was one of the pleasantest events of the session, and cemented closely together those who were present. After the supper the exchange of business views continued until a late hour, and at its conclusion it was agreed by those present that they would remain in the Association as long as it existed, and I am pleased to say that those who were present have remained in the Association, and are active members of it to this day.

The next session was held at Dayton, when the secretary's report disclosed the fact that the Association had grown to thirty-six members. At this meeting there were some changes made in the officers and directory, as follows:

President: J. P. Duffey, Greenville.

Vice-President: Mell B. Talmage, Mt. Gilead.

Secretary: John F. Baker, Dayton.

Executive Committee: Theodore Butler, Akron, and F. F. Scott, Urbana.

The session was productive of much good, and those present were delighted with the time spent at Dayton. The local dealers in the city were very hospitable, and did much in their power to make the session a pleasant one.

The next session was held at Columbus, February 24, 1896, and it was then found that the Association had grown, there being at this time about sixty members. At this session there was no change made in the management of the Association, the officers being unanimously re-elected for another year. The session was a profitable one, the questions that were discussed being of great importance to all who were present.

Columbus, by reason of its central location, was again chosen as the place of meeting for 1898, and on February 23rd of this year the Association met to hold its fourth annual session. This meeting proved the best of all. If there were any who by reason of the slow growth of the Association feared that it would not succeed, their fears were dispelled. The Association now numbered 100. As the members came together it was evident that all who had entered the Association at its inception were not only faithful by their presence, but earnest in their zeal for the best interests of the society, and those who were seen for the first time were found to be of that class of dealers, who, by their fidelity to and activity in business, come from the front ranks of trade. It was a meeting never to be forgotten. Our Association had grown slowly, but it was growing solidly. To use the words of one who had been with us from the beginning, "*The Ohio Hardware Association has come to stay!*"

One of the interesting events at this session was the question drawer. The time devoted to this part of our programme in discussing questions of business, new ideas, old and new methods, was found to be entirely too short, although the entire morning session was occupied. It is safe to say that this will be the most prominent part of our programme at the next annual meeting. At this session the following were elected as the officers:

President: H. C. Wiseman, Springfield.

Vice-President: E. L. Harris, Columbus.

Secretary and Treasurer: John F. Baker, Dayton.

Executive Committee: W. A. Remy, Mansfield; Frank Harrison, Toledo; O. M. Scott, Marysville; Geo. M. Gray,

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Coshocton; L. F. Stahler, Waverly; W. P. Scott, McConnellsville; C. C. Fouts, Middletown.

Should you ask to whom is the Association indebted for its success, we must reply: To no one in particular, but on the contrary to all its members All are loyal, as the many letters to the secretary from its members will testify, and these letters are coming to him at all times during the year.

Our Association has not grown so rapidly as some of our sister Associations, but it has had a steady and sure growth. The members are those who are counted among their fellow-tradesmen as active, progressive and aggressive merchants, and hence our Association must be successful.

The benefits that come to us are many. The interchange of ideas, consideration of business plans and methods, and the educating influences that result from these organizations, must surely be mutually beneficial.

Finally, one of the pleasantest features is the fraternal feeling that exists among our members. This has characterized all our meetings, and we now look forward with



JOHN F. BAKER, SECRETARY OHIO HARDWARE ASSOCIATION.

pleasant anticipations to the next annual session, which is to be held in Toledo, February 22, 1899

Respectfully,

JOHN F. BAKER,

Dayton, Ohio. Secretary Ohio Hardware Association

Texas Hardware Jobbers Association.

Editor Hardware: Complying with your request, I beg to give you below a synopsis of the Texas Hardware Jobbers' Association.

The causes which led to the formation of this body were prompted by a feeling of necessity. The question of organization was first taken up by R. E. Bell, of this place, with the different jobbers in the State, the result of which was, that he called a meeting August 20, 1896, to be held in Dallas, Texas, September 10, 1896, for the purpose of discussing the advisability of organizing an association. The following firms were represented at the meeting:

Wm. Henry & Co., Fort Worth, by J. B. Burnsides.
F. A. Heitman & Co., Houston, by F. W. Heitman.
Krakauer, Zork & Moye, San Antonio, by A Krakauer.
Breustedt Hardware Co., Waco, by Robert Eikel.
Berings & Cortes Hardware Co., Houston, by Mr. Cortes.
Daglash Hardware Co., Tyler, by J. J. Daglash.
Moroney Hardware Co., Dallas, by James Moroney.
Huey & Philp Hardware Co., Dallas, by S. Philp.
R. E. Bell, Weatherford, by Robert F. Bell.

They found it advisable to go into permanent organization, so adjournment was taken until October 22, 1896, at Dallas, Texas, for the purpose of permanent organization. The following firms were represented as shown:

H. S Bettes Hardware Co., Paris, by H. S. Bettes.
Berings & Cortes Hardware Co., Houston, by J. C. Berings.
Huey & Philp Hardware Co., Dallas, by { S. Philp. / A Kelly.
R. E Bell, Weatherford, by R. F. Bell.
Krakauer, Zork & Moye, San Antonio, by A Krakauer.
Deutz Bros., Laredo, by Henry Deutz.
F. A. Heitman & Co., Houston, by F A. Heitman.
Nash Hardware Co., Fort Worth, by Chas. Nash.
Wm. Henry & Co., Fort Worth, by J. B. Burnsides.
McLenden & Duncan, Waco, by A. P. Duncan.
Breustedt Hardware Co., Waco, by Robert Eikel.
Roberts, Hardwick & Taylor, Sherman, by W. L Sandford.
Hurlbut Hardware Co., Brownwood, by J. I. Clingman.
Daglash Hardware Co., Tyler, by J. J. Daglash.
Moroney Hardware Co., Dallas, by James Moroney.

The above firms comprise the original members of the Association. The officers elected at that meeting were as follows:

President: James Moroney, Dallas.
1st Vice-President: F. A. Heitman, Houston.
2d Vice-President: Henry Deutz, Laredo.
Secretary and Treasurer: R. F. Bell, Weatherford.
Executive Committee: A. P. Duncan, Waco; W. L Sandford, Sherman; Chas. Nash, Fort Worth.

The next meeting was held in Houston, April 21, 1897, and the old officers were re-elected at this meeting. The membership of the Association comprises the following firms:

Hurlbut Hardware Co., Brownwood.
Huey & Philp Hardware Co., Dallas.
Moroney Hardware Co., Dallas.
John Steffian & Co., El Paso.
Nash Hardware Co., Fort Worth.
Wm. Henry & Co., Fort Worth.
Berings & Cortes Hardware Co., Houston.
F. A. Heitman & Co., Houston.
J. S. Dunlay Hardware Co., Houston.
Jos. F. Meyer Co., Houston.
Deutz Bros., Laredo.
H. S. Bettes Hardware Co., Paris.
Roberts, Hardwick & Taylor Co., Sherman.
Krakauer, Zork & Moye, San Antonio.
McLenden & Duncan, Waco.
Breustedt Hardware Co., Waco.
Ed. Strauss, Waco.
R. E. Bell, Weatherford.
Walter Tipps, Austin.

The territory comprises the whole State, and as will be noted by the above list, comprises almost every jobber of Hardware in the State.

The object of our Association is to promote the business interests of the Hardware jobber, and to establish a friendly feeling among its members.

The officers and members have taken a great interest in its work, and it is believed that no one of them regrets its creation. Yours very truly,

ROBT. F. BELL,

Secretary-Treasurer Texas Hardware Jobbers Association.

Weatherford, Texas.

The Hartford City Gas Light Co , Hartford, Conn., have placed another contract with the Berlin Iron Bridge Co., East Berlin, Conn , for one of their steel roofs lined with their patent anti condensation fireproof roof lining, which has given the Gas Light Co. such eminent satisfaction in the past. The new building is about 35 feet wide and 70 feet long, having brick sides and iron roof constructed as mentioned above.

HARDWARE'S "Prices Current" are reliable.

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PACIFIC COAST HARDWARE ASSOCIATION.

Editor Hardware: In response to your letter of the 8th inst., I beg to submit the following brief history of the Pacific Coast Hardware & Metal Association, for insertion in your Special Hardware Association Number:

The Pacific Coast Hardware & Metal Association was formally organized in June, 1896, and the geographical territory covered embraces California, Oregon and Washington.

Its organization was primarily brought about because of certain local conditions which had grown onerous and burdensome, and to the remedying of which a few active spirits in the Hardware and metal lines lent their aid. In a secondary sense, we are in a measure indebted to the National Hardware Association, in that some of the prime movers in the organization of our association were members of the national body, and because of the light which they had received had awakened to a realizing sense of the benefits that would accrue by associating in one compact body the Hardware and metal jobbers of the Pacific Coast.

Messrs B. F. Dunham and Brace Hayden of the Dunham, Carrigan Hayden & Co.; Wakefield Baker and A. C. Rulofson of Baker & Hamilton; Charles E. Miller and A. L. Scott of Miller, Sloss & Scott; John P. Merrill and W. R. Wheeler of Holbrook, Merrill & Stetson; A. A. Watkins of W. W. Montague & Co.; Geo. T. Hawley of Hawley Bros Hardware Co.; Chas. F. Tay of George H. Tay Co.; E. A. Selfridge and H. J. Morton of Geo. W. Gibbs Co.; H. T. Lally of Crane Co.; A. A. Wigmore of John Wigmore & Sons Co.; Frank L. Brown of Washburn & Moen Mfg. Co, San Francisco; William Schaw of Schaw, Ingram, Batcher & Co., Sacramento, C. C. Reynolds of Harper & Reynolds Co, George Boole of Union Hardware & Metal Co., both of Los Angeles, Cal; and William Honeyman of Honeyman, De Hart & Co., of Portland, Ore., were the pioneers in the movement and active participants in effecting our organization, all working assiduously to perfect and shape our common ends.

The first convention of our Association was held in the city of San Francisco, on Thursday June 18, 1896, in the rooms of the Board of Trade, and continued three days. At this gathering the permanent organization was effected, matters largely of local importance were discussed, and the reformation of certain local conditions which seriously handicapped our members, such as extended credits, enforcement of interest charge on overdue bills, inauguration of charge for casing and cartage, and the adoption of a policy towards manufacturers and their agents who trespassed upon the jobber's rights by indiscriminate quoting of prices.

A most happy and fraternal spirit pervaded the assemblage, and resulted in creating a very cordial understanding, which ultimately developed into the powerful organization now in existence.

Eight months later, during February, 1897, our Association again met in the city of Los Angeles, and the enthusiasm and earnest work which characterized the first convention had increased manifold and was in marked evidence on all sides. The report of the president, secretary and standing committees made manifest the fact that our undertaking had not been in vain.

Later in the year, during the month of June, we held our third convention in the city of Portland, Ore. At this gathering, as elsewhere, the utmost enthusiasm prevailed, and marked the proceedings. T. James Fernley, secretary-treasurer of the National Hardware Association, by courtesy of the National Association, was present and entertained and edified those present with an exposition of the most modern methods of doing business in the Eastern section of the United States.

Our next convention will be held in San Francisco on the 8th, 9th and 10th of June of the present year.

Our first president was B. F. Dunham, late president of the Dunham, Carrigan & Hayden Co. of this city. Mr. Dunham, who died in November last mourned by a legion of friends, was the unanimous choice of our members for presiding officer, and on the expiration of his first term of office, was unanimously re-elected to succeed himself. During his incumbency of the president's office for the second term, he was stricken down, leaving a gap in our ranks hard to fill.

Mr. Dunham's successor is Brace Hayden, his life-long partner and associate in business, and who also now officiates as the president of the Dunham, Carrigan & Hayden Co.

Our present board of officers is as follows:

President: Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco.

First Vice-President: William Honeyman, Honeyman, De Hart & Co., Portland.

Second Vice-President: C. C. Reynolds, Harper & Reynolds Co., Los Angeles.

Third Vice-President: William Schaw, Schaw, Ingram & Batcher Co., Sacramento.

Treasurer: John F. Merrill, Holbrook, Merrill & Stetson, San Francisco.

Secretary: Frank L. Brown, Washburn & Moen Mfg. Co., San Francisco.

Assistant Secretary: W. C. McCloskey, San Francisco.

Executive Committee: William R. Wheeler, Holbrook, Merrill & Stetson, San Francisco; A. A. Watkins, W. W. Montague & Co., San Francisco; Wakefield Baker, Baker & Hamilton, San Francisco; H. J. Morton, Geo. W. Gibbs Co., San Francisco; A. L. Scott, Miller, Sloss & Scott, San Francisco; Chas. F. Tay, George H Tay Co., San Francisco; Alphonso A. Wigmore, John Wigmore & Sons Co., San Francisco.

Our total membership at present is 75, and our organization was never in a more flourishing condition.

We believe that our organization is somewhat larger in its scope than those of a kindred character in existence elsewhere in this country. Experience has taught us that there is a large field of usefulness without and beyond the ordinary narrow channel of our own lines. As an instance of what we have striven to do, it may be said that we have sought, and are still seeking, with gratifying success, to advertise the resources and advantages of our section of the country through the medium of the traveling salesmen employed by our members. Literature treating of our work, and pregnant with suggestions and recommendations of value to the salesman, has been forwarded to all the travelers employed by members of our Association.

Regularly as the year rolls round, usually during the Christmas holidays, when all the travelers for the various houses are called in, our Association invites them as special guests to the banquet table, where are discussed the latest methods of doing business, the most approved mode of selling goods, the propriety of advertising the resources of the

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Pacific Coast and of doing their utmost towards upbuilding the commercial interests of the extreme West. Thus we bring in closer touch the employer and employed, new friendships are formed, experiences related, valuable information imparted, and withal, these gatherings have been productive of much good.

We are endeavoring to infuse the same spirit which animates us into merchants in other lines, by assisting them in perfecting organizations of the same character as ours. Thus we hope to bring about a coalition of forces in the near future with a common end in view—the expansion and development of Pacific Coast interests.

W. C. McCloskey,
Assistant Secretary Pacific Coast Hardware & Metal Association.
San Francisco, Cal.

Hardware Merchants' & Manufacturers' Association of Philadelphia.

Editor Hardware: Our organization was formed on the 6th day of March, 1886. Its formation was really the outgrowth of a visit to one of the smaller cities of the State by several jobbers of Philadelphia, who were interested in a failure in that city.

These gentlemen were a committee appointed as a result of a meeting of the creditors, called by T. James Fernley, at his office in the spring of the year previous. Up to that time there had been no meeting of the jobbers of our city. In fact, many of them did not know each other, but when this failure occurred, Mr. Fernley brought together the Hardware jobbers who were creditors of the party involved, and a committee was appointed to protect their interests.

Two or three days were passed in each others' company, by these gentlemen, and the opinion was freely expressed that the meeting together would be advantageous.

Shortly after this, Samuel Disston entertained a large number of the jobbers of Philadelphia at his home, as well



JAMES H. RITTER, PREST. PHILADELPHIA ASSOCIATION.

as some of the manufacturers, and on this occasion the Hardware Merchants' & Manufacturers' Association came into existence.

The late William J. Lloyd was the first president. He was succeeded by Charles M. Biddle, of the Biddle Hardware Co. Some four years afterwards, and at the end of two years, which is the constitutional limit for the holding of office of president of our Association, he was succeeded by Fayette R. Plumb, who in turn was succeeded by William W. Supplee.

After Mr. Supplee had very successfully filled the office for two years, Samuel Disston was elected president, and in January last, Mr. Disston was succeeded by James H. Ritter, of the Biddle Hardware Co.

Our meetings are held monthly. One of the very strong features in holding the Association together has been the



HUGH McCAFFERY, VICE-PREST. PHILADELPHIA ASSOCIATION.

system of fining all those who did not attend the regular monthly meetings one dollar. This system was introduced by Charles M. Ghriskey, one of the oldest and best known Hardwaremen in Philadelphia, and as a result of this, we have always had a very full attendance at our monthly meetings, and in addition to this, we have had the pleasure of accumulating about $1,000 in fines.

During the administration of William W. Supplee, the privileges of the Association were extended to out-of-town manufacturers, so that we have a large list of non-resident members.

The Association occupies a very beautiful and commodious room in the Philadelphia Bourse, to which all the members have access.

In addition to the regular monthly meetings the Association frequently provides mid-day lunches, so that those who come together may have an opportunity of having an enjoyable time for an hour or so.

Our Association does not confine its operations to the fixing of prices, being more engaged in looking after the general welfare of the trade, than obtaining any specific advantages.

Respectfully,
James H. Ritter,
President Hardware Merchants' & Manufacturers' Association of Philadelphia.
Philadelphia, Pa.

One of the best ways to draw temper on a long, slender tool, like a stay-bolt tap, is to use a piece of gas pipe. Run the pipe through the fire, making the fire long enough to accommodate it, and put in your tap, turning it and watching, and you can get the nicest sort of heat. Some toolhardeners do their heating to harden in a pipe.—*Ironmongery.*

The clerk who gets into the kernel of the business will get the kernel of trade when he is in business for himself.

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THE HARDWARE CLUB OF NEW YORK.

The history of the Hardware Club of New York is one unbroken record of success. This great organization came into being in response to a general demand from the trade, and as an expression of fraternal feeling so well emphasized in the Hardware dinner given at Sherry's, in the winter of 1892.

Active steps toward the formation of a club were taken by the committee charged with responsibility in connection with the above dinner, and a general meeting of representatives of the Hardware houses of New York was held in the parlors of the Cosmopolitan Hotel, on Chambers Street, on Saturday, March 19, 1892, in answer to the call as expressed below. Webster R. Walkley called the meeting to order, and on motion was elected chairman, while J. L. Varick was chosen to the position of secretary. Alfred D. Clinch was called upon to inform those present of the steps already taken by the committee. He stated that available places had been examined for club uses, and gave some details in connection therewith. A general discussion ensued, after which a resolution was offered by A. W. Milligan that those present proceed immediately to the formation of a Hardware Club, and that the details concerning the same be left for later consideration. The motion was carried unanimously. R. R. Williams suggested that the names of those present who were willing to become members, and to guarantee an initiation fee and dues of not more than $50 for the first year, be then taken down. This motion was carried, and the great majority of those present signed the above pledge, and before adjournment fifty-three such guarantees had been secured.

New York, March 15, 1892.

Dear Sir:

At a late Dinner of the Hardware and Metal Trades, it was the expressed wish of many present that, at an early day, a meeting should be called to discuss the advisability of forming a

HARDWARE CLUB or ASSOCIATION.

In accordance with such desire, you are requested to meet other members of the trade in the parlors of the Cosmopolitan Hotel, corner of Chambers Street, and West Broadway, on Saturday next, March 19th, at 2:30 p. m.

Please extend this invitation to any others interested in the matter.

Yours Truly,

W. R. WALKLEY,

Chairman of Committee of Arrangements.

An executive committee to consist of Webster R Walkley, J. L. Varick, Eugene Bissell, A. D. Clinch, W. H. Williams and Peter McCartee, were appointed to take entire charge of the matter of preparation as to securing rooms, the suggestion of a name, the adoption of a constitution, etc.

A later meeting was held at the same place on Saturday, March 26th, at which there was a full attendance of those interested in the movement. It was called to order by Chairman W. R. Walkley, with J. L. Varick as temporary secretary and temporary treasurer. A. D Clinch, chairman of the executive committee, submitted a report of progress. The committee having the matter in charge was enlarged by the addition of Robert C. Hopkins, H. C. Marshall and E. C. Van Glahn. On April 9th the executive committee presented a proposed constitution, which provided that the name of the club should be the Hardware Club of New York; that the management should be in the hands of a board of governors of fifteen members, that the annual meeting should be held on the third Saturday of March of each year; and that the club should consist of resident and non-resident members

At a meeting held on April 9th a committee was appointed to nominate a board of governors, and they reported at a further meeting on April 16th as follows: Brace Hayden, M. C. Ogden, Charles Daly, Thomas F. Keating, R. R. Williams, James H. Kennedy, R. H. Swayze, E. C. Van Glahn, A. G Sherman, W. R. Walkley, W. H. Williams, J. L. Varick, Peter McCartee, Eugene Bissell and A. D Clinch. These gentlemen were unanimously elected. A meeting of these governors was held on April 19th, and the following gentlemen were elected officers of the club: President, William H. Williams; vice-president, R. H. Swayze; treasurer, Thomas F. Keating; secretary, J. L. Varick.

A committee consisting of Messrs. McCartee, Clinch, Varick, Bissell, Walkley and W. H. Williams were appointed to investigate the question of location for the club headquarters, etc., and to report to the board at as early a date as possible.

Very little was done during the summer months except to secure the addition of names to the roll of membership. A meeting of the board of governors was held on September 8th, when the chair reported that the club had been incorporated in accordance with instructions, and explained what steps would be necessary to make the details of organization to conform the latter.

The special matter that came up for consideration was that concerning proposed club rooms in the new Postal Telegraph Building then going up on Broadway and Murray Street. A plan of the proposed floor in this building was submitted, and a couple of hours were spent in consideration thereof. The whole matter was then submitted to a committee who were to report at an early

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meeting of the board, consisting of William H. Williams, Alfred D. Clinch and Thomas F. Keating.

It was decided by the board of governors to place the membership limit at 500 for resident members and 300 for non-resident members.

Early in December enough names had been added to the list of membership to make a total of 219, and the success of the club was therefore insured.

The Hardware dinner of 1893, which was the first of these notable gatherings to be held under the direct auspices of the Hardware Club, was very successfully given at Sherry's on the evening of February 21st, more than 300 gentlemen being present. William H. Williams, president of the club, presided in his official capacity, and the evening was a success in every sense of the word. As these dinners have since been given annually under the auspices of the club, with the exception of 1894, in which it was omitted because of the stringency of the times, no further mention of the same is necessary in connection with this brief history of the club, except to say that they have all been successful in the highest degree, and have served as potent factors in the direction of closer personal fellowship among the members of the trade.



PETER McCARTEE, PRESIDENT N. Y. HARDWARE CLUB.

The first annual meeting of the club was held on March 18, 1893, in the parlors of the Cosmopolitan Hotel. President W. H. Williams reported that the board of governors had entered into a contract with the Postal Telegraph Cable Co., for ten years for the top floor of the new building then being erected on Broadway and Murray Street. He added that it was expected the rooms would be ready for occupancy by November 1st, which hopeful prophecy, as later events showed, was called in for reconsideration and extension. Secretary J. L. Varick reported that there were at that date a total membership of 228 resident and 61 non-resident members, or a total of 289, "which," he added, "considering that we are as yet without any abiding place, we cannot but feel it a very satisfactory condition, and warrants taking upon ourselves the carrying out the proposed plans."

On recommendation of the nominating committee, the members of the board of governors, whose names are above given, were unanimously elected as successors to themselves. A resolution was offered by William A. Graham, and unanimously adopted, that "It is the sense of this meeting that the action of the board of governors in leasing from the Postal Telegraph Cable Co., rooms for the use of this club, as reported to this meeting by the president, meets with the approval of the members of this club."

It may be said in passing, that the gentlemen named above as members of the first board of governors of the Hardware Club of New York, have served continuously in this responsible position until the present date, with the exception that on the death of William H. Williams, George H. Sargent was elected in his stead; and that consequent on the removal of Brace Hayden to San Francisco, and the refusal of Charles Daly to allow the use of his name for re-election, in 1898, James D. Foot and George J. Laighton were elected as members of the board. The utmost harmony has always existed among the members of the board, and it is only uttering a truism to state that each gentleman has worked to his best ability for the general good of the club. Mr. Williams served as president until his untimely and lamented death on August 14, 1895, when Peter McCartee was chosen as his successor, and has since filled the same office by successive re-elections. R. H. Swayze served without interruption as vice-president of the club until 1898, when he positively declined to again serve, and George H. Sargent was elected in his stead. Thomas F. Keating, treasurer, has been re-elected from year to year; and J. L. Varick, secretary, had the honor of re-election from year to year until 1898, when he also declined a renomination, and James H. Kennedy was elected in his place.

The summer of 1893 was passed in patient waiting for the completion of the proposed club rooms. At the first fall meeting of the board, held on October 4th, the gratifying announcement was made that a total membership of 314 had been reached, which fact spoke volumes for the stability and character of the club, and for the patriotism of the members, who, as yet, were existing without a home, and living entirely upon hope and the promises of the future.



R. H SWAYZE, VICE-PRESIDENT N. Y. HARDWARE CLUB.

A special meeting of the club was held at the Cosmopolitan Hotel on December 22nd, the object of which was "to receive reports from the board of governors as to the

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HOME OF THE HARDWARE CLUB OF NEW YORK.

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progress of the club, and decide in regard to the furnishing of the rooms, and to consider such other matters as may be brought before the club." The attendance was very general. President Williams reported in full as to what had been done in regard to the leasing of the proposed club rooms, and the report of Treasurer Keating showed that the finances of the club were in a healthful and promising condition. Peter McCartee, chairman of the house committee, presented a report on behalf of that body, stating that the best technical assistance had been obtained for the fitting and furnishing of the rooms, and giving a



THOMAS F. KEATING, TREASURER N. Y. HARDWARE CLUB.

detailed explanation as to the proposed purchases which the club had in mind. A resolution was adopted, endorsing the course pursued by the board of governors, and pledging the club to a loyal support and co-operation in the future.

The board of governors had the pleasure of meeting on April 18, 1894, for the first time in the new club rooms in the Postal Telegraph Building. A great deal of business was transacted in the way of minor details in relation to the opening and occupancy, etc. It was decided that there should be a formal opening of the club house.

The long-expected for once actually happened, and early in May it was the privilege and pleasure of the board of governors to announce that after long delay, patient waiting and arduous labor upon the part of all, the new rooms were ready for occupancy, and would be formally opened for inspection on Thursday, May 31st, while the club would actually begin house keeping on the day succeeding, which memorable event stands as a red-letter day in the annals of the club—June 1, 1894. Over two years had elapsed since the club had come into existence, during which time it had existed only upon paper, and in the hopeful and patriotic good-will of its members.

On May 31st, the doors of the club rooms were thrown open to the members, and their guests, some two thousand tickets of invitation having been issued. A very large proportion of the membership were able to be present, with many guests, and from 11 A. M. to 5 P. M. the rooms were filled with a constantly changing stream of visitors, among whom were many ladies; the club extending hospitality in the form of a choice lunch. At that date the membership had reached a total of 365. On June 1st the actual house-keeping commenced, and the club felt justified in regarding itself as having been successfully launched upon a career which has been in every respect fully equal to the highest expectations of those who had labored so long and faithfully to make the organization a success.

The first annual meeting of the club as such held in the new club rooms, was on June 25, 1894, which was an adjourned meeting from March, when the constitution prescribes that the annual meeting shall be held, at which a quorum was not in attendance. At the meeting in June an elaborate report was presented by Eugene Bissell, chairman of the house committee, in which he touched upon the condition of the club at the time, and suggested its future in the following apt words:

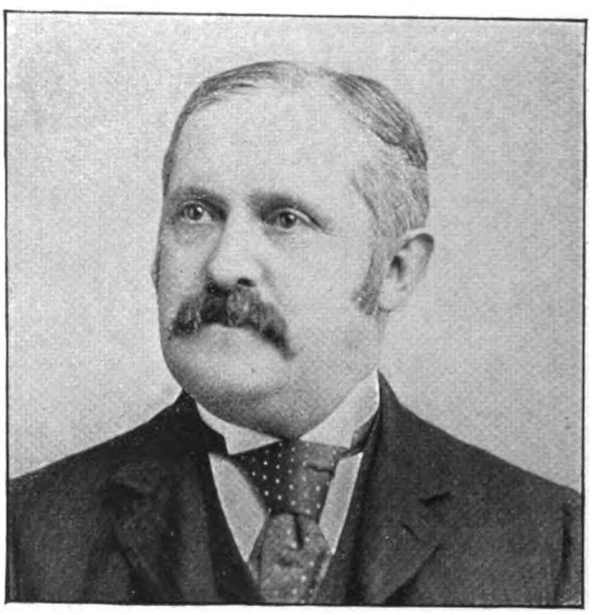
"In conclusion, let me add, that our members are now located in quarters they can call their own. Your club is fairly and successfully launched, and ready to fulfil the mission for which it was organized. It now remains for its members to keep it in the high position to which it belongs. Your board of governors cannot do this alone.

It needs the assistance of each and every member to aid in its advancement.

This club now enjoys an excellent reputation, and it should be the aim of all its members to see that its present standard is not lowered. Your committee may have made some errors (and it would be surprising if they had not,) but such as they are, we hope you will overlook them. We thank you for the confidence you have reposed in your committee, and trust the result of their labors up to the present time meets with your approval."

There is very little to be said concerning the detailed history between that day of successful opening and the present. There have been many accessions to membership between that date and this, some resignations, and a number of lamented losses by death.

In the death of William H. Williams, the first president of the club, which occurred suddenly on August 14, 1895, the officers and members felt that they had lost a true and beloved friend, a faithful counselor, and a wise and careful executive officer. Mr. Williams devoted to the club his best energies, and gave to its interests most faithful and patriotic service, and it seems appropriate in this connection to quote briefly the following from the resolutions adopted by the board at that time, as they fully and ade-



J. L. VARICK, SECRETARY N. Y. HARDWARE CLUB.

quately express the sense of the members of the board of governors concerning their loss and that of the club:

"We desire to place upon record our appreciation of the invaluable services rendered this club by William Hilton Williams, whose death has come to us and to the membership of the club of which he was the honored and efficient president, as a personal sorrow. We recognize the influential part which he had in the organization of the club and in the subsequent direction of its affairs. He possessed in a marked degree, not only the qualities which made him an efficient and felicitous presiding officer, but

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a rare combination of wisdom, energy, breadth of view and tact such as are required in the direction of affairs. These traits, together with a charm of manner and a sincere cordiality and courtesy, and the honor in which he was held for his personal worth, contributed to make him an ideal president. To this office he was repeatedly chosen, and has been the club's only president."

It was found necessary a couple of years since to extend the limit of membership so that many who were anxious to belong to the club, and who, by right, belonged there should not be excluded from the advantages of the club,



WILLIAM H. WILLIAMS, FIRST PREST. N. Y. HARDWARE CLUB.

and it was therefore decided to place the limit of membership at 600 for resident members and 200 for non-resident. The membership now is: 568 resident members and 119 non-resident.

JAMES H. KENNEDY.
Secretary Hardware Club of New York.

New York City, N. Y.

Mississippi and Missouri Valley Hardware Association

Editor Hardware: I received your favor of the 14th inst., and in looking the matter up, I fear that I will not be able to give you as complete and full information as you may wish to receive. To go into the present condition of the Association: First would say that although the officers still hold their positions, the Association is practically out of existence. At the last meeting, held in Des Moines, July 21, 1896, it was decided that no date for the next annual meeting should be announced, but if anything important transpired, where the Association could be of benefit to its members, as a body, that it would be called together.

In going back to the origin of the Association, the first meeting was held at Davenport, Ia., on April 17, 1884, with the following members assembled:

A F. Williams, of Sieg & Williams, Davenport, Ia.
J. W. Stewart, of Stewart & Montgomery, Rock Island, Ill.
C. A. Fried, of Lee, Fried & Co., Omaha, Neb.
C. W. Hackett, of Strong, Hackett & Co., St Paul, Minn.
J. W. Conchar, of Schreiber, Conchar & Co., Dubuque, Ia.
John Conover, of J. F. Richards & Co., Leavenworth, Kan.
Allen Rector, of Rector, Wilhelmy & Co., Omaha, Neb.
F. W. Angel, of L. C. Dessaint & Sons, Davenport, Ia.
J. R. Nutting, of Sickels, Preston & Co., Davenport, Ia.
W. S. Wright, of Devol & Wright, Council Bluffs, Ia.
L. C. Empkie, of Empkie Hardware Co., Council Bluffs, Ia.
W. G. Byron, of Janney, Semple & Co., Minneapolis, Minn.
F. M. Stafford, of Stafford & Rix, Keokuk, Ia.
Wm. Andrew, of Andrews, Tredway & Sons, Dubuque, Ia.
T. J. Rogers, of Milton Rogers & Son, Omaha, Nebr.
L. H. Drake, Burlington, Ia.
Robert Donahue, Burlington, Ia.
Wm. H. Hall, of Hall & Willis Hardware Co., Kansas City, Mo.
John Conover, of Richards & Conover Hardware Co., Kansas City, Mo.
A. M. Ozmun, G. L. Farwell, of Farwell, Ozmun & Jackson, St. Paul, Minn.

At this meeting, C. W. Hackett was elected permanent president, W. H Hall, vice-president, J. R. Nutting, secretary, and C. A Fried, treasurer. One of the principal topics discussed in this meeting, was the securing of better rates on large shipments, to jobbing centres in the west.

Regular meetings of the Association were held after this annually at different cities, represented by the members of the Association. One of the most pleasant, perhaps, was the meeting at Lake Minnetonka, Minn., held on July 12, 1892.

The last meeting was held at the Hotel Savery, in Des Moines, Ia., July 21, 1896, with the following membership represented:

C. W. Hackett Hardware Co., by C. W. Hackett.
Farwell, Ozmun Kirk & Co., by Mr. C. H. Bigelow, Jr.
Schreiber, Conchar & Westphal Co., by J. W. Conchar.
Knapp & Spalding Co., by C. E. Hughson.
J. D Seeberger, by Mr. J. D. Seeberger.
Harper & McIntyre, by S. H. Harper.
Geo. Haw & Co., by F. W. Simmons.
Huber & Kalbach, by Mr. Kalbach.
Lee-Clarke-Andressen Hardware Co., by W. M. Glass.
Rector & Wilhelmy Co , by W. S. Wright.
Wyeth Hardware Co , by J. A. Warner.
Blish, Mize & Silliman Hardware Co., by J. B. Silliman.
Richards & Conover Hardware Co., by M. A. L. Ruhl.
National Hardware Association, by its Secretary-Treasurer, T. James Fernley.

At this meeting it was decided that the various local associations and the National Association about covered the work that was laid out for this Association. The territory covered took in Duluth, on the north, to Keokuk, on the south, on the Mississippi River, and from Sioux City on the north to Kansas City on the south, on the Missouri River. Also the different jobbing towns through the State of Iowa, Minnesota, Kansas and Nebraska. At the last meeting of the Association, a very full representation was present, which included the members above mentioned.

The present membership remains the same, and the officers are as follows:

President: S. H. Harper, Ottumwa, Ia.
Vice-President: J B Silliman, Atchison.
Secretary: C. E. Hughson, Sioux City, Ia.
Treasurer: C. Huber, Oskaloosa, Ia.

Yours very truly,
C. E. HUGHSON,
Secretary Mississippi & Missouri Valley Hardware Association.

Sioux City, Iowa.

The earliest discovery of iron within the present limit of the country was in the mountain range of western North Carolina, and the first effort to manufacture it into merchantable form was made in the State of Virginia in 1619 The foundry was destroyed by the Indians in 1662.

Tourist—"I want to go to Washington the worst way."
Drummer—"Take the Baltimore & Ohio Railroad.—

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Hartford Hardware Clerks' Association.

Editor Hardware: When your request came to hand, I at first thought that our Association was of so little account at present that it would be as well, perhaps, not to appear in public.

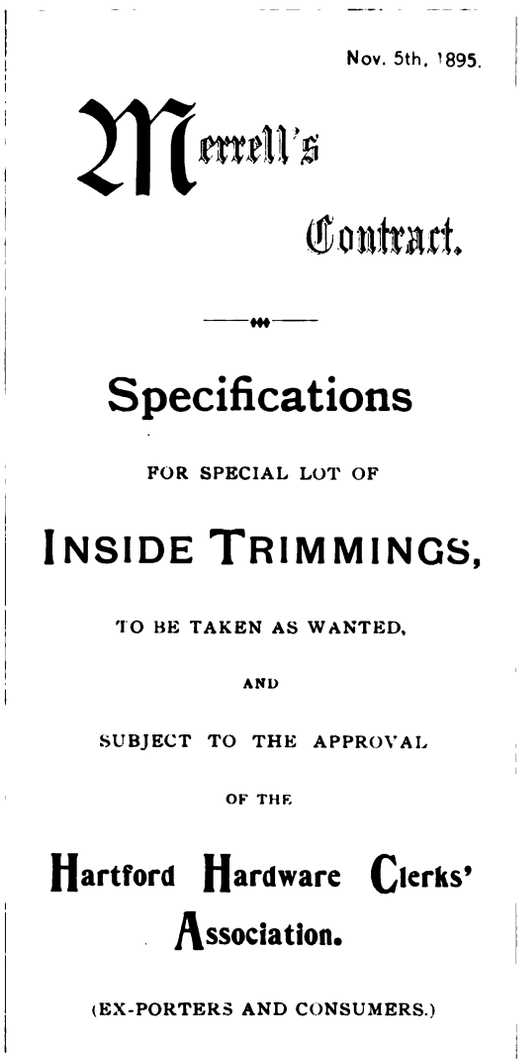
However, it may be of interest to others to know something of our organization, its objects, and its field for successful operation, if the time, energy and brains are put into it. The Hartford Hardware Clerks' Association was organized October 22, 1894. Its objects and principles are stated fully in the constitution herewith enclosed. The meetings for a considerable time were well attended, and much talent and originality shown by members in providing attractive entertainment. Debates, musicales, smokers, suppers, dramas, etc., were often given, and contributed much to the general good feeling. We were unfortunate after a time in losing the leading spirits of the Association, and for some time now the only event of importance has been our annual banquet. I enclose a menu used at one such affair, which has been highly commented upon by the "trade." I also mail you a photograph of our members as they appeared in a "hard-times" social. It goes without saying that this shows us in our more prosperous days. With more favorable conditions and the prospect of additions to our membership soon, we look for a revival of interest and progress all along the line.

Respectfully yours,

FREDERICK C. BIDWELL,

President Hartford Hardware Clerks' Association.

Hartford, Conn.


Nov. 5th, 1895.

Merrell's

Contract.

Specifications

FOR SPECIAL LOT OF

INSIDE TRIMMINGS,

TO BE TAKEN AS WANTED,

AND

SUBJECT TO THE APPROVAL

OF THE

Hartford Hardware Clerks' Association.

(EX-PORTERS AND CONSUMERS.)

As a suggestion to Hardware clerks elsewhere, in case an organization of this character should be contemplated, we reproduce several extracts from the constitution of the Hartford organization:

Article II: Its object shall be to improve social acquaintance and promote a more friendly feeling among its members, to give an opportunity for discussion and interchange of opinion on any topics of general interest to the Hardware trade, and to secure united effort and influence in any worthy cause which may properly receive its attention.

Article III: Any person of good character, and whose experience and qualifications in the Hardware business are satisfactory to the committee, may become a member, on receiving a two-thirds vote of the members present at any regular business meeting of the Association.

Article IV: Each application for membership shall be accompanied by a payment of an initiation fee of $1.00. Each member shall pay to the treasurer a monthly due of twenty five cents. Any member failing to meet this requirement shall be duly warned by the treasurer, and if at the end of four months has not cancelled his indebtedness, he may forfeit his membership in the Association.

Article V: The officers of this Association shall be and rank as follows: President, vice-president, secretary and treasurer, who, with two other members chosen by the Association, shall constitute the Executive Committee. The officers shall be chosen by ballot at each annual meeting, and shall hold their offices until their successors are duly chosen and qualified.

Article VI: The regular business meetings of the Association shall be held on the first Monday evening of each month, unless otherwise specified in the call of the secretary. The annual meeting of the Association shall be held the first Monday evening of October, and the semi-annnal meeting on the first Monday evening of April of each year. Special meetings may be called by the secretary, upon the instruction of the president.

Article VII: No intoxicating liquors shall be drunk in the Association rooms, and any member guilty of such offense makes himself liable to expulsion from the Association. No betting or card playing for money or other valuable consideration will be tolerated. All members are urged to refrain from profane speech, and are expected to conduct themselves in such an orderly and gentlemanly manner as will do credit to themselves and to the Association.

We also reproduce the invitation and menu referred to by President Bidwell in the above:

Blue Points.	Carpenters' Pencils.
Soup,	Le Page's Glue.
Roasts,	Cut Nails, schedule gravy.
	Sash Weights covered with rust.
Entrees,	Be-deviled Hangers, a la Tourtellotte.
	Carpet Tacks, smothered in Axle Grease.
Salads,	Cotton Mops, Putz Pomade dressing.
Game.	French Mouse Traps.
	Wild Turkey Dusters stuffed with Packing Needles.
Relish,	Pickled Plumb Bobs.
Ices,	Cold Chisels.
Cakes,	Lump Chalk.
Drinks.	½ and ¼ Solder.
Cigars.	No. 22 finish Butts.

Buffalo Hardware and Tinware Association.

Editor Hardware: It is a pleasure to me to read your announcement of February 10th of celebrating your eighth anniversary of *Hardware* by making it a special Hardware Association Number. Buffalo Hardware dealers have, on several occasions, tried to form associations among themselves, and about a year ago got so far as to elect officers, to an organization of the above name, but after several small meetings the thing died a natural death, and has never wakened up since. Buffalo, with its large number of Hardware dealers, ought to have one of the best organizations in the State, and I hope the day is not far off when "the Electric City" will show up with one of the best associations of the State. Yours truly

Buffalo, N. Y. CHAS. J. FIX.

Visitor. "You don't mean to tell me that you have lived in this out-of-the-way place for fifteen years?"

Citizen. "I have, for a certainty."

Visitor. "I'm surprised. I can't see what you can find here to keep you busy."

Citizen. "Neither can I. That't why I like it."

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IOWA HARDWARE JOBBERS' ASSOCIATION.

Editor Hardware: The Iowa Hardware Jobbers Association held their first meeting at the Kimball House in Davenport, Iowa, on July 30, 1896. J. R. Nutting of Sickels, Preston & Nutting Co. was the temporary chairman, and W. H. Kalbach of Oskaloosa the secretary. The following firms were represented:

Schreiber, Conchar & Westphal Co., Dubuque.
A. Tredway & Sons, Dubuque.
Patrick & Luthe, Des Moines.
J. D. Seeberger, Des Moines.
Drake Hardware Co , Burlington.
Cutler Hardware Co., Waterloo.
C. T. Schmidt, Burlington.
R. Donahue Iron Co., Burlington.
Armstrong Co , Clinton.
J. W. Stewart, Rock Island, Ill.
Harper & McIntyre Co , Ottumwa.
George Haw & Co., Ottumwa.
Huber & Kalbach Co., Oskaloosa.
Sickels, Preston & Nutting Co., Davenport.

The object of the Association was to foster a friendly and fraternal feeling between its members, and unity of effort in bettering the conditions of Hardware jobbing trade in Iowa. Permanent officers were elected as follows:

President: J. R. Nutting, Davenport.
Vice President: A. W. Tredway, Dubuque.
Secretary and Treasurer: F. W. Simmons, Ottumwa.

The second meeting was held at the residence of its president, J. R. Nutting in Davenport, on June 28, 1897. The following firms were represented: Schreiber, Conchar & Westphal Co., Dubuque; A. Tredway & Sons, Dubuque; Drake Hardware Co., Burlington; Armstrong Co , Clinton; R. Donahue Co., Burlington; C. T. Schmidt, Burlington; Harper, McIntyre Co., Ottumwa; Geo. Haw & Co., Ottumwa; Huber & Kalbach Co., Oskaloosa; Cutler Hardware Co., Waterloo; J. D. Seeberger, Des Moines; Patrick & Luthe, Des Moines; Baldwin Bros., Clinton; J. W. Stewart, Rock Island, Ill.

The president called the meeting to order and said, in part:

Gentlemen of the Iowa Hardware Jobbers' Association; you are welcome to Davenport.

At the suggestion of our executive committee, you have left your offices and stores, and, at some expense and more or less inconvenience, you have again assembled for the purpose of mutual interchange of ideas that may tend to the advancement of your individual interests and profit as well as to promote the welfare of our organization.

One day only is assigned to us for the purpose, and the sun of that day is already high in the heavens, admonishing us that if we are to work "while it is day," we must quickly attend to the duties that have prompted our coming together. One year ago we found ourselves struggling against superior forces, drifting about alone without a guide or a compass amidst the turmoil of disorganized commercial strife. Some one of you, and I think it was Mr. Conchar, of Dubuque, suggested our coming together, organizing this Association, reporting our grievances, trying to correct some of the abuses that for years have been quietly entering the Hardware trade; getting acquainted with each other, believing that the meeting would, as an investment, more than repay the outlay of one day's time and would bring a net return of greater profit than we possibly could have earned for the same period at home. The suggestion was a good one, and there is no doubt that the result of the meeting placed the balance on the right side of our ledgers for 1896. Encouraged by what we accomplished then, we are again assembled, and may the returns of to-day's deliberations be still more profitable. * * * Without tresspassing further upon your valuable time, I again greet and welcome you all to the city of Davenport and to my hearth and home. Gentlemen, what is your further pleasure?

A constitution and by-laws were adopted.

It was decided that in future the regular meetings would be held on the third Wednesday of September, December, March and June of each year, the June meeting to be the regular annual meeting for election of officers, etc., etc. Officers elected for the ensuing year were:

President: J. P. Patrick, Patrick & Luthe, Des Moines.

Vice-President: W. H. Kalbach, Huber & Kalbach, Oskaloosa.

Secretary: Chas E. Otto, Drake Hardware Co., Burlington.

James W. Conchar, Dubuque, Robert Donahue, Burlington, and F. W. Simmons of Ottumwa were selected as freight committee for one year.

T. James Fernley, of Philadelphia, Secretary of the National Hardware Association, was present and contributed much to the interest of the occasion. The social features of the meeting were a lunch given by the president, his wife as hostess personally presiding. At each plate was a beautiful hand-painted souvenir in design emblematical of the trade. They were in the form of hatchets, axes, shovels, coal-hods, etc., etc. The floral decorations were also designed to represent articles of Hardware. A drive upon the Government Island, and inspection of the Arsenal followed. Commandant S. E. Blunt was exceedingly kind, showing the members through the entire works, explaining contemplated improvements and giving them any amount of valuable information concerning the Arsenal and its workings. After they had passed through the buildings, they were invited by the hospitable commandant to his elegant residence where delicious refreshments were served. A carriage drive about the island and city of Davenport concluded the meeting.



COL. J. R. NUTTING.

The September meeting was held in Des Moines, the December meeting in Waterloo, and the March meeting in Dubuque.

Peace and harmony prevails; and all of the jobbers recognize the importance and profitableness of the organization which it is hoped will continue its usefulness for many years to come.

J. R. NUTTING.

Davenport, Iowa.

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Indiana Retail Hardware Dealers' Association.

Editor Hardware: Our Association was formed on February 24, 1897, and at present our membership is largely located in the northern and central parts of the State, but it is our intention to canvass and cover the entire State. The first steps, leading up to the formation of this organization, were taken late in 1896, and I believe that Mr Gertner, of the Hawks Hardware Co., Goshen, set the ball rolling by first sending out letters to, perhaps, one hundred dealers throughout the State. Not meeting with the response he had expected, he gave the matter up. The writer, after some talk with George E. Nichol, of Anderson, and one or two others, decided to take up the work, and sent a number of letters through the territory mentioned above. A number of replies were received, and on February 15, 1897, issued about fifty invitations for a meeting to be held at Marion on February 24th. At that date, we organized the Indiana Retail Hardware Dealers' Association, with about twenty charter members, and the following officers:

President: George E. Nichol, Anderson.

Secretary: M. L. Lewis, Marion.

While our success has not been what we hoped, we have at present a membership of about fifty, and feel that with just a little effort we shall get a large increase. I believe that the officers all feel this way, and are now determined to push the Association to success.

Our second meeting was held in South Bend, on February 24, 1898. We expect before the summer is over to report a membership of 200. All who have become members are enthusiastic in regard to our Association, and feel there is need of this work, and that great benefits will come to each member if he will but take an interest in the Association both in a social and business way. The officers with the executive committee have a meeting in April, and an Association meeting is called for July, in Indianapolis.

The officers of the Association at present are as follows:

President: George E. Nichol, Anderson.

Vice-President: George W. North, Columbia City.

Secretary and treasurer: M. L. Lewis, Marion.

Executive Committee: J. C. Shanklin, H. H. Taylor, Irving A. Sibley, Sharon E. Jones.

Investigating Committee: M. L. Corey, O. E. Lang, Charles Frame.

Respectfully yours,

Marion, Ind. M. L. Lewis,

Secretary Indiana Retail Hardware Dealers' Association.

At the meeting of February 24, 1897, the principles of this Association and the purposes for which it was formed, were formally set forth as follows, and we take the liberty of adding the same, as of general interest to the trade:

We claim the right to supply our goods to consumers, factories and builders, and we demand protection in this right from those from whom we buy—viz., the manufacturers and jobbers of Hardware, stoves, etc. We pledge our support and preference to all jobbers and manufacturers who are willing to recognize these principles, and will market their product through the legitimate channels of trade; but will refuse to purchase from those who seek to estabiish direct communication with consumers.

1. Protection of our members from interference with our customers and trade by those from whom we purchase.

2. Influencing efforts against demoralization in prices of leading staples.

3. Protection of members against losses through bad debts.

4. Combined efforts in influencing legislation beneficial to our interests, and in dealing with arbitrary measures of large corporations.

5. Concerted action in favor of or condemning changes in established business methods of manufacturers and jobbers.

6. Social intercourse and discussion of subjects of interest to the Hardware trade.

One of the most important provisions of the constitution is as follows:

An investigating committee of three members shall be elected annually at the annual meeting of the Association. It shall be the duty of this committee to receive and investigate all complaints, provided such complaints are made in writing and signed by the party or parties aggrieved, and that said complaints be accompanied by affidavits or other evidence to form a proper basis of complaints or source of investigation. They shall endeavor to adjust amicably all such grievance or complaints, and, if unsuccessful, shall bring the matter before the Executive Board for action. All traveling or other legitimate expenses of this committee shall be paid from the funds of the Association.

Minneapolis Hardware Association.

Editor Hardware: The Minneapolis Hardware Association, of Minneapolis, Minn., was formed on February 6, 1894, with a membership of thirteen retail dealers in this city, and at present March, 1898, has a membership of twenty-four dealers, who represent as many individual firms. Our plan was only to include those doing a retail Hardware business in this city, and this plan has been adhered to. We realized that we needed some sort of an organization, in order to meet the strong competition we find in the department stores.

We have accomplished much in the way of a more friendly feeling among the members of our Association, and I think our united efforts will eventually be of great aid to our Association, even though it may not drive the department stores into bankruptcy.

I will only say at this time, that we are thoroughly satisfied with what has already been accomplished, and we are planning a more aggressive work with the feeling that we are organized, and able to strike harder blows in the future.

I am sorry I did not find the time to give you a more detailed report. Thanking you for the privilege of having our organization recognized in your Association Number, I beg to remain,

Truly yours,

H. O. Roberts.

Minneapolis. Minn. Secretary.

We take the liberty of adding some information in regard to this live Association, to that furnished by Mr Roberts in the above. The first officers elected in 1894, were as follows:

President: W. K. Morison.

Vice-President: C. F. Stremel.

Treasurer: F. K. Warner.

Secretary: F. L. Stoddard.

Directors: C. F. Stremel, J. Stoft, F. R. Warner, J. E. Nash, H. B. Gardner, H. S. Cleveland, J. C. Pierson, Jr. C. Boehme, Jr.

The Association has celebrated several banquets, and have enjoyed that pleasant time which is always certain to ensue when a number of Hardwaremen gather in social intercourse.

Every man takes care that his neighbor shall not cheat him. But a day comes when he begins to care that he does not cheat his neighbor. Then all goes well. He has changed his market cart into a chariot of the sun.—*Emerson.*

The One.—"Oh, how I wish I had married a man who never drank. You don't know how I envy you."

The Other.—"N-no, he doesn't drink, but he smokes cubeb cigarettes."—*Exchange.*

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NEW ENGLAND IRON & HARDWARE ASSO.

Editor Hardware: The geographical territory covered by the New England Iron & Hardware Association, comprises the entire New England States. There is, however, an Association in that portion of New England west of Gardiner, Warren and Webster, Massachusetts, and State of Connecticut, called the Western New England Iron & Hardware Association, formed to co-operate with the heavy Hardware department of this Association.

The first steps taken to bring our Association into existence was a desire on the part of a few jobbers dealing in heavy Hardware, to obtain better prices on certain lines of goods, which were by force of competition, driven down to cost.

The first meeting of our Association was held in May, 1893, at which time a few houses in the heavy Hardware line came together. It was thought best at that time, in order that the proposed Association might have sufficient



LEON C. CARTER, PREST. NEW ENG. IRON & HARDWARE ASSO.

prestige on the start, that all the jobbing houses and light Hardware in this city be invited to meet upon the week following, and the following houses were represented:

Bigelow & Dowse Co.
Brooks, Baldwin & Robbins.
Frye, Phipps & Co.
The Congdon & Carpenter Co.
Chase, Parker & Co.
Brown, McClure & Wales.
E. P. Sanderson Co.
Eldridge, Winnek & Irving.
Dodge, Haley & Co.
Butts & Ordway.
Emery-Waterhouse Co.
Smith, Tibbetts & Co.
Woodrough, Mansfield & Co.
Dana Hardware Co.
Boutwell Brothers.
Joseph Breck & Sons, Corporation.
McBarron & Co.

On June 14, 1893, the organization was completed, and entitled the Iron & Hardware Association. The officers chosen to preside over the deliberations consisted of a board of eight directors, to be chosen by the stockholders, and by a majority vote of those present, voting at any annual meeting. The directors and other officers were to hold their office for one year, and until their successors were chosen and qualified. The officers were to consist of a president, a clerk and a treasurer. When the by-laws and constitution were adopted, arrangements were made for the formation of a credit bureau, the general plan of which is the basis of our present one, and will be found below.

The first annual meeting of the Association was held in June, 1894; the second in June, 1895; the third in June, 1896; the fourth in June, 1897.

In October, 1893, the name was changed to New England Iron & Hardware Association, and in May, 1894, the Association was incorporated under the laws of Massachusetts.

There are at present fifty-three members in our Association, composed entirely of jobbers located in the New England States, and certain manufacturers who are associate members.

The present officers of the Association are as follows:

President: Leon C. Carter, Dana Hardware Co., Boston.

Vice-President: H. C. Bangs, Congdon & Carpenter Co., Providence, R. I.

Secretary: John T. Boyd, Yale & Towne Mfg. Co., Boston.

Treasurer: Chas. H. Breck, Joseph Breck & Sons, Boston.

Yours respectfully,

JOHN T. BOYD,

Secretary New England Iron & Hardware Association.

Boston, Mass.

Inasmuch as the Association, the history of which is briefly given above, is different in character from most Hardware Associations, in that it is organized with a capital stock, we will take the liberty of adding some quotations from the by-laws, showing the methods under which the Association works, the labors of the committees, and the management of the bureau of credit, believing that the same will be of interest to the trade at large:

CAPITAL STOCK.

First. The capital stock of said Corporation shall be twenty-five hundred dollars, ($2,500.00), and shall be divided into one hundred (100) shares of the par value of twenty-five dollars ($25 00) each.

Second. The owner of a share shall be considered a stockholder within the meaning of these by-laws; and at all meetings of the stockholders one vote shall be counted for each and every share represented and voted upon.

Third. The certificates of stock in said Corporation shall be under the seal of the Corporation, signed by its Treasurer, and countersigned by the President; and each certificate of stock shall be issued upon the following express condition, which shall be printed on the face thereof:

This certificate is issued upon the express condition that neither the owner, nor his legal representatives, shall pledge, sell, or otherwise dispose of the whole or any part thereof without prior thereto offering in writing the same to the Treasurer of said Corporation at its par value, and giving him at least thirty days' notice within which to accept said offer, and that the owner thereof shall pay his annual dues according to the by-laws of this Corporation; and any breach of these conditions shall forfeit all right of said owner, or his legal representative, in said stock: and the title to said stock shall thereupon become vested in said Treasurer for the benefit of the other stockholders in said Corporation.

DUTY OF MEMBERS.

It shall be the duty of the members to report all debtors as "Delinquents" who fail to settle their accounts within a reasonable time after demand, or when the debtor shall have been refused credit; and as "Unworthy" all persons

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obtaining goods through fraud or any improper means; and as "Undesirable" all persons habitually making claims for allowances, generally failing to keep their agreements, and slow in payment; and no member shall sell on credit to any person reported by the Corporation through its bureau "Delinquent" or "Unworthy."

COMMITEES.

The Committees of the Board shall be as follows; and each Committee shall be composed of not less than three members chosen by a majority vote of the Directors present and voting; and shall have the power to add to their number not exceeding five shareholders in the Corporation who are not members of the Board of Directors:

(*a*) Membership.
(*b*) Heavy Hardware.
(*c*) Shelf Hardware.
(*d*) Metal Trade.
(*e*) Bureau of Credit.
(*f*) Arrangements.
(*g*) Finance.

HEAVY HARDWARE.

It shall be the duty of said Committee to consider the establishment of uniform prices and customs in the heavy Hardware trade, and such other matters as said Committee may deem of interest to said trade; and report their conclusions and recommendations to the shareholders and associate members of the Association dealing in heavy Hardware. Said committee shall also have power to investigate and hear all complaints for breach of any of the agreements, rules, or understandings in the heavy Hardware trade; and report thereon to the shareholders and associate members of said Association dealing in heavy Hardware.

SHELF HARDWARE.

It shall be the duty of said Committee to consider the establishment of uniform prices and customs in the shelf Hardware trade, and kindred lines, and such other matters as said Committee may deem of interest to said trade; and report their conclusions and recommendations to the shareholders and associate members of the Association dealing in shelf Hardware and kindred lines. Said Committee shall also have power to investigate and hear all complaints for breach of any of the agreements, rules, or understandings in the shelf Hardware trade and kindred lines; and report thereon to the shareholders and associate members of said Association dealing in shelf Hardware and kindred lines.

METAL TRADE.

It shall be the duty of said Committee to consider the establishment of uniform prices and customs in the Metal Trade, and the regulation of any matters which said Committee may deem of interest to said trade; and report their recommendations and conclusions to such parties in said trade as they see fit. Said Committee shall also have power to investigate and hear all complaints for breach of any of the agreements, rules, or understandings in the metal trade; and report thereon to the shareholders and associate members of said Association in said metal trade.

BUREAU OF CREDIT.

The following rules are hereby established for the guidance of said Committee:

First. Said Committee shall have jurisdiction of all matters of claims by and debts due to the members of this Association, when referred to this Corporation; and its decisions thereon shall be final and binding upon the members therein.

Second. Of all matters affecting delinquent debtors referred to the Corporation by any member; to classify said debtors, and in the name of this Corporation send delinquent debtor notices and demand letters when requested by a member; and to take such other steps in reference to said claims, debts, and debtors as to said Committee may seem advisable.

Third. To report all delinquent debtors referred to the Corporation who do not settle their accounts, claims, or debts within seven days after notification, to the members of the Association.

Fourth. Cause to be kept on the books of the Corporation, under the heading "Undesirable," the names of all persons reported by any member as slow in paying, habitually making claims for allowance, and generally failing to keep their agreements; and also to be kept on said books under the heading "Unworthy," the names of all persons reported by members as obtaining goods or credit through fraud or improper means; and also on said books, under the heading "Delinquent," the names of all persons reported by any member whose account is not settled within seven days from demand by the Corporation; and to send a list of said names to each member weekly.

Fifth To receive and hear all complaints against members for any breach of the by-laws as to the duty of members in respect to undesirable customers and delinquent and unworthy debtors; and to report its decision thereon to the members monthly.

Sixth. To contract such bills for stationery, printing, and other expenses, including the services of a secretary, as may seem to them necessary.

New York and Brooklyn's Attempt.

This is the brief record of an association that failed to accomplish that which it set out to do, due, perhaps, to the fact that it appeared prematurely before the trade was ready to accept the Hardware Association as an accomplished fact, and due, perhaps, to the fact that it attempted too much.

On February 16, 1891, Frank Vanderbilt, dealer in Hardware, house furnishing goods, etc., at No. 1301 Broadway, Brooklyn, N. Y., issued a circular in which he said: "I would like to consult you and others (in some suitable place), that are in my line of business, to see if we cannot form ourselves into a Protective Association. What we must do is to stop wholesale firms from selling their wares at retail and placing their goods into stores that do our business an injury. I claim we can do it, and I am still sure we shall reap a rich reward for our labor. We must get together and show our strength and power; refuse to buy of said firms, and you will find that they will soon get weak. What right have they to sell a stove and repairs at retail? If you think favorably of this, please talk with others that you know, and be kind enough to write me your answer, and also get them to write me."

Several meetings were held in response to this request. Robert Anderson, of Anderson Bros, No. 394 Grove Street, Jersey City, N. J, has written us concerning the same. "I was secretary of the organization," said he, "and a great many dealers were ready to join, and did so to the extent of paying their dues, but it seemed impossible to get a representative attendance at meetings. In response to personal requests, dealers would say, 'Yes, go ahead and form your organization. We need it. We will join.' Beyond paying their dues, they did little or no work.

"As to the cause of the death of the organization, I would state that in my opinion its scope was too large, taking in as it did all branches of the retail trade, together with lack of individual personal effort on the part of the members. The organization held several meetings in New York and Brooklyn, reports of which I furnished you at the time."

At one of the earlier meetings of the organization named, the Hardware & Stove Dealers' Association, it was resolved that the members should withdraw their patronage from all concerns which persisted in selling to outsiders, or in retailing goods at less than retail prices. The officers were: Frank Vanderbilt, Brooklyn, president; John W. Stantial, New York, treasurer; Robert Anderson, Jersey City, secretary. The initiation fees were fixed at $2, and monthly dues at 25 cents. Several meetings were subsequently held, and steps were taken for the drafting of an address to the wholesale dealers. On July 10, 1891, one of the members wrote to *Hardware*, "The effects of this matter are already being felt. Both the wholesale men, and the local organizations of the retail dealers in their respective cities have given their attention to the subject."

The matter seems to have ended practically then and there, as the organization grew beautifully less in interest and regularity of meetings thereafter, until, as Mr. Anderson writes us, it became a beautiful and interesting reminiscence.

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MINNESOTA RETAIL HARDWARE ASSO

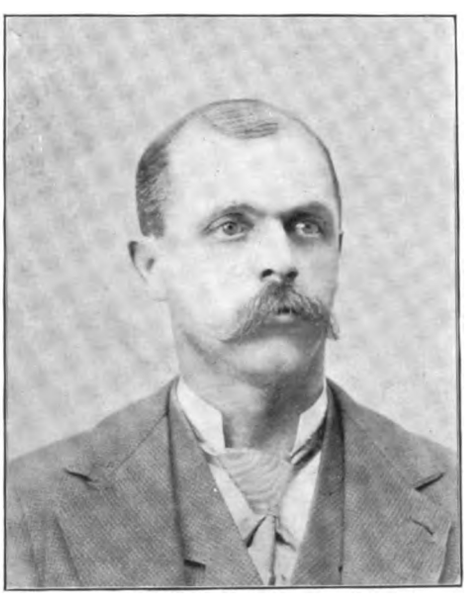
Editor Hardware: The movement for the creation of this Association seems to have originated at St. Cloud, the home of our worthy president, to whom much credit is due for attending to the preliminary work of calling the Hardware dealers of the State together, at St. Paul, on April 29, 1897, when over two hundred business men met to devise ways and means of correcting the evils of which they had so long and bitterly complained. Senator Stebbins, of Rochester, was elected temporary chairman, a working constitution was framed and adopted, and by-laws for the regulation of the Association were made. In recognition of the services already performed, and of his ability to still further advance the interests of the Association, Charles F. Ladner was elected president, A. T. Stebbins, vice-president, and B. W. How, treasurer. The following gentlemen were elected as the executive committee: C. F. Stremel, W. H. Tomlinson, Clement Schroeder, M. R. O'Neill, Jas. E. O'Brien, John Karst, Edward A. Moye, Chas. F. Ladner, A. T. Stebbins.

The large number of dealers present, and the fact that sixty of them then and there paid their money and became charter members, is positive proof that they were gathered together with a firm and steadfast resolution to form the nucleus from which it was believed much benefit would result to the Hardware business of the State. While the number to join at this time was, perhaps, not as great as it might have been, yet it was none the less a record-breaker to start with, as will be seen later by comparison.

The following day the executive committee met. The question of ways and means was discussed, and plan of action decided upon. President Ladner was requested to prepare a circular letter to the trade, and to attend to any work that might be necessary, until such time as a permanent secretary could be arranged for. Mr. Ladner had the circular letter prepared at once, and by May 15th it was in the hands of the dealers throughout the State. It was an earnest invitation to join, and an application blank was enclosed for that purpose. A copy of the constitution and by-laws was also sent. In the meantime, while the leaven was working, President Ladner had issued a call for a meeting of the executive committee to be held at St. Paul, June 3rd, at 10:30 A. M. This meeting was called to order by him, all members being present. E. A. Moye acted as secretary. A memorial from the Minneapolis Hardware Association was presented by Mr. Stremel, endorsing the resolutions of the State organization. A committee consisting of Messrs. Stremel, O'Brien and Stebbins was appointed to draft a letter to be sent to the jobbers and manufacturers, setting forth the objects of the Association. A letter to the retail dealers of the State was prepared, and the secretary instructed to send it out as soon as possible. A recess until 2 o'clock was taken, at which time committee on letter reported. On motion it was reported, and the secretary instructed to send copies of it, and the constitution and by-laws, to all jobbers and manufacturers doing business in this State, and to all trade newspapers. J. W. Clark was selected as secretary of the Association. On motion, Mr. O'Neill and President Ladner were authorized to select and furnish an office in the city of St. Paul. The office of the secretary has since been removed to No. 323 Boston Block, Minneapolis.

The first work of the secretary was to prepare a complete list of retail dealers of the State, and it was found that there were nearly 2,500 dealers selling Hardware in this State. Upon investigation, jobbers were found responsible for this. The list included well diggers, tin shops, blacksmiths, repair men, junk shops and supply houses. 'After checking and rechecking several lists and reports, a revised list of nearly 1,300 names of retail Hardware dealers was completed.

The Minnesota Association, when organized April 29, 1897, had sixty charter members, but has since increased its membership over four hundred per cent., having to-day 352 members in good standing, making it the largest retail Hardware association in the United States. We have members in every county in the State, (where there is a Hardware dealer) with the exception of three. No other association has prepared and sent lists of jobbers and manufacturers to all Hardware dealers in its State as we have done. In doing this it has given us much greater power and influence than otherwise would have been possible in the beginning. Owing to the expense, it may be deemed necessary to send reports to members only in the future, and now having such a large and influential number of dealers as members, this plan can no doubt be adopted with safety. Those dealers who have supported the Association as non-members will see that it is hardly fair to reap unless they sow, and will probably send in their fees and become members soon.



J. W. CLARK, SECRETARY MINNESOTA ASSOCIATION.

The first annual meeting of the Association was held in Minneapolis on February 9 and 10, 1898, President Charles F. Ladner in the chair. The annual report of the president and secretary were read, and the showing of the treasurer was to the effect that the Association was in good financial condition.

The first business that came before the Association was the election of officers for the coming year, the following being chosen:

President: C. F. Ladner, St. Cloud.

Vice-President: A. T. Stebbins, Rochester.

Executive Committee: W. H. Tomlinson, Le Sueur; Frank Stremel, Minneapolis; Chas. Schleck, St. Paul; J. E. O'Brien, Crookston; J. P. Watson, Marshall; E. A. Moye, Duluth; Clement Schroeder, Mankato.

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A number of addresses were delivered, and interesting papers read, all of which were recently reported in the trade journals so that it will not be necessary to refer to them here. The following resolutions among others were adopted;

Whereas, It appears that the Retail Furniture Dealers' Association of Minnesota, North and South Dakota are working along the same lines, and for the same purpose as our own Association, and

Whereas, It is desirable that we shall have the aid and assistance of other organizations of business men in kindred lines in the reform which we are seeking to accomplish, therefore be it

Resolved, That we pledge our members to use their personal influence with the furniture dealers in their respective towns to give their aid and support—and their membership—to the Association of Retail Furniture Dealers, firmly believing as we do that the strengthening of this and kindred organizations of retail merchants will be an important element in the educational campaign to which our Association is committed and for which it was formed.

The session was one which showed great interest on the part of all who were present. To-day we have 352 loyal members, and a corps of full working officials whose hearts are entirely interested in the work they have undertaken.

We believe that we are the first Hardware Association to take up the work of fighting catalogue houses and department stores along the lines as conducted by us, and placing the jobbers and manufacturers on record, and mailing our members a list of them.

Respectfully yours,

J. W. Clark,

Secretary Minnesota Retail Hardware Association.

Minneapolis, Minn.

New York & Vermont Association.

Editor Hardware: The Eastern New York & Vermont Hardware & Iron Association covers the territory which



JAS. L. DUNN, PRESIDENT EAST N. Y. & VT. HARDWARE ASSO.

its title defines, though the word "Eastern" may not accurately convey to ones mind the exact boundaries in this great Empire State of New York. Ultimately our limits will be from the Canada line on the north from its extreme eastern portion west to and including St. Lawrence county, south along the western line of Herkimer, Otsego, Delaware, Sullivan and Orange counties, and the entire territory east of this line to the New England States; besides this, the whole State of Vermont.

Although for fully two years past it has been the hope of several of the present members that in time an organization would be formed, and, during the interval, work leading up to the consummation of this wish has been performed, it did not crystallize until January 13th of this year, when the few pioneers assembled at Saratoga, and guided by several members of the two New England Associations who were present, the work was accomplished and we "came into being" under quite favorable auspices. It was a repetition of the starting of nearly all similar bodies—the meeting of men known to each other only by name of their respective houses, who, in the past, had possibly distrusted one another and between whom, as is the rule, feelings of narrow jealousy had existed. Being brought face to face, and meeting each other socially, but a short time was necessary to convince all present that lines could be agreed upon in the management of business that would lessen its friction, make life happier, and result in increased profit to all.

Thus we started, and our following meeting in Albany resulted in the adoption of constitution and by-laws, and election of officers as follows:

President: James L. Dunn, Troy, N. Y.

Vice-President: Richard Ryan, Rutland, Vt.

Secretary: Charles H. Turner, Albany, N. Y.

Treasurer: Guilford Dudley, Poughkeepsie, N. Y.

Directors: A. E. Tanner, Fort Plain, N. Y.; J. T. Johnson, Rondout, N. Y.; Joseph F. Whalen, Burlington, Vt.

Uniform prices of a few leading articles in heavy Hardware, viz: horse shoes, horse nails, springs, axles and steel of several kinds, have been agreed upon, which are practically the same as those of the sister Associations in New England. Correspondence will be carried on through the officers, relative to abuses and irregularities that may arise, and every measure will be considered that will conserve to our mutual interest.

Efforts to draw into our Association those dealers in our territory not enrolled, as members, will at once be made, and it is hoped and expected that in a short time, while we may be the youngest, our aspirations are to be one of the strongest and most useful organizations of our kind.

Chas. H. Turner,

Albany, N.Y. Secretary New York & Vermont Association.

New York Hardware Club Election.

At a meeting of the board of governors of the Hardware Club of New York, held on the afternoon of Friday, March 25th, occurred the election of officers for 1898.

Peter McCartee, who has so ably and faithfully served during several terms past, was unanimously re-elected to the position of president.

R. H. Swayze, who has been the efficient vice-president of the club since its organization, was re-nominated to that office, but positively declined to accept the same. George H. Sargent was thereupon unanimously elected vice-president of the club.

Thos. F. Keating, who has also been one of the most efficient officers of the club since its organization, was unanimously re-elected to the position of treasurer.

J. L Varick, who has performed most faithful and able service as secretary of the board since organization of the club, positively declined a re-nomination, and James H. Kennedy was unanimously elected to that position.

Caricaturists in depicting a German are in the habit of putting a big pipe in his mouth. The pipe is national, indeed, but the Germans as a nation are far from being the greatest smokers. They do not smoke more than Frenchmen, Russians, Swedes or Hungarians. The men of the United States and the men of Switzerland are the most inveterate smokers on earth. In these two countries the consumption of tobacco per head is three times greater than in Germany. At the same time the United States raises more tobacco than any other country on the globe. British India comes next, producing nearly as much.

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NORTH DAKOTA HARDWARE ASSOCIATION.

Editor Hardware: For the benefit of your readers, and our brother Hardware dealers, I take pleasure in submitting to you a synopsis of the work done in connection with the organizing and perfectiug of the North Dakota Retail Hardware Association, and I trust that it may contain in it some information that will assist in stimulating the retail Hardware dealers in unorganized States, to a point where they will at once start to perfect organizations, and join with us and other kindred State associations, in our grand National Association, to be composed of every available retail Hardware dealer in the United States.

In June last, a correspondence was started among the Hardware dealers throughout the State, to ascertain the feeling relative to forming an association, in North Dakota, of such dealers. It happened that the work of agitating the advisability of forming such an association, fell to me, and on August 16, 1897, I prepared a circular letter and sent it to every regular Hardware dealer in the State, asking an expression on such matters as:

Are you in favor of an organization?

Will you become a member?

Will you send a representative to help organize?

When do you consider the most desirable time for holding first meeting?

What town would you prefer first meeting held in?

After receiving the replies and comparing notes, they indicated, without a doubt, that the trade throughout the State wanted an association, and wanted it at once.

On September 15th, I sent out a call signed by seventy Hardware dealers scattered throughout the State, for a meeting to be held in Grand Forks, September 29th.

This was an unfortunate time of the year for the first meeting, as it was probable that all dealers were busy, and could only leave their business with difficulty, but for all that, the meeting was an enthusiastic one, and those in attendance, feeling fully convinced that an organization of the Hardware dealers of the State was what was wanted, organized then, with twenty-eight members, and perfected an asscciation with Clark W. Kelley, Devil's Lake, president; C. F. Jacob, Hillsboro, vice-president; Geo. A. McCrea, Drayton, treasurer; C. N. Barnes, Grand Forks, secretary; and with seven members, as follows, that constituted the executive board: H. N. Joy, Hamilton; H. F. Strehlow, Casselton; W. H. Pinkerton, Lakota; J. C. LeBeau, Grand Forks; T. F. Newgard, Grafton; A. S. Duntley, Grandin; A. J. Smith, Fessenden.

From the very start, every dealer in attendance at the initiatory meeting worked hard to get the Hardware dealers throughout the State to come into the Association, and I can assure you that it is with a great deal of pleasure that I am able to report the North Dakota Retail Hardware Association as one of the largest in the United States, as compared with the number of available Hardware dealers in the State.

The solicitation of members has been almost entirely through the correspondence of the officers, but the Association has among its friends several traveling salesmen, selling Hardware in the different towns throughout the State, that have furnished valuable assistance to the Association in procuring new members and explaining to doubting dealers "Why our organization was commendable," and to these traveling men I believe our Association is greatly indebted.

At the present time our membership numbers over one hundred loyal dealers out of a possible 190 legitimate Hardware dealers, and covers all parts of the State, having members in every county where there is a Hardware dealer, but three; in one county in the State we have every dealer, several counties we have all but one or two, and in many two-thirds of all the dealers.

As it was only last September that we first organized, we have held but one annual meeting, that one being held at Fargo on February 16th. It was well attended, and an enthusiastic one from start to finish. The time was occupied in a general discussion of any and all matters that were suggested by members, but one of the most important that was taken up at this meeting was the sanction of our Association to the perfecting of a Northwestern Association, which was mapped out at the Minnesota meeting a week prior. From the start, it was very evident that our organization wanted the formation of a Northwestern Association, and it was by a very unanimous vote of the convention that the resolution to form such an association was adopted.

As it now stands, we have an Association of about one thousand members distributed throughout the States of Wisconsin, Minnesota and North Dakota. While we have perfected the Northwestern Association, we do not in any way give up our State organizations, and I am very proud of the great interest the members throughout the State and the officers of the Association are taking in the work since our Fargo meeting.

At the annual meeting there were but few changes made in officers or executive board, but as the southern part of the State had but small representation on the executive committee, it was divided up at this meeting, so all parts of the State are now with representation.

As it now stands, the A sociation has for its president, Clark W. Kelley, Devil's Lake; vice-president, C. F. Jacob, Hillsboro; treasurer, H. N. Joy, Hamilton; secretary, C. N. Barnes, Grand Forks; and executive committee: H. Harrington, Fargo; W. R. McIntosh, Bottineau; H. B, Allen, Jamestown; I. L. Newgard, Grafton; H. L. Eastman, Wahpeton; A. J. Smith, Fessenden; W. H. Pinkerton, Lakota.

The principal work of our Association since its formation has been to try and check, as much as possible, the sale of Hardware by jobbers and manufacturers to the department stores and catalogue houses, and in this particular feature of our work we have accomplished a great deal. From the very large proportion of all jobbers and manufacturers soliciting trade in the Northwest, they have pledged their support in our work, and in every case where they have promised to co-operate with us, I have never learned, nor has my attention ever been called to a case, where they have done anything but what they agreed to do.

In our State we have but one meeting of the Association each year; our next will not be held until February 15, 1899, but our executive board meets at such times as the president deems necessary to transact business.

I would say, in conclusion, that if there are any States in the Union that contemplate organizing and feel that they have no grievance to contend with in the line of department stores and catalogue houses, that such States when organized will feel more than repaid for the labor in organizing, from the mere fact of becoming acquainted with their

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brother dealers throughout their own State and exchanging ideas and discussing conditions as they exist.

Yours respectfully,

C. N. Barnes,

Secretary North Dakota Retail Hardware Association.

Grand Forks, N. D.

N. Y. State Association of Hardware Jobbers.

Editor Hardware: Complying with your request of the 7th ult., I am pleased to give you below a short historical outline of the New York State Association of Hardware Jobbers.

It was during the summer of 1888, during a friendly conversation among a few Hardware jobbers in the city of Rochester, that it was suggested by John W. Goss, of the Weaver & Goss Hardware Co., that a social meeting of the trade in New York State be held, with the object of causing a closer acquaintance between competitors, leading up to greater confidence and relations which would result in greater prosperity. It was on these lines that this Association was formed, and on the same lines that it has ever since carried on its work. We believe that the results accomplished since organization have fully justified its



C. H. TURNER, PREST. NEW YORK JOBBERS' ASSOCIATION.

existence. Without any idea of forming a close corporation which should unjustly restrict prices, but with the object of creating a more friendly intercourse between its members, which would do away with some of the evils of unfriendly competition which formerly existed, we believe that we have attained our aim.

The first meeting of this Association was held in the city of Rochester, October 30, 1888.

We hold about five meetings during the year, which are held in different cities of the State in rotation.

The territory affected by this organization is principally New York State and northern Pennsylvania.

The officers elected for the first year were, Robert McCarthy, Syracuse, President; C. E. Walbridge, Buffalo, Vice-President; James W. Eager, of Syracuse, Secretary and Treasurer. These offices have since then been in the hands of various members of the organization.

At the present time the officers are Charles H. Turner, Albany, President; J. W. Black, Syracuse, Vice-President; S. J. Weaver, Rochester, Secretary and Treasurer.

Yours Very Truly,

S. J. Weaver,

Secretary N. Y. State Association of Hardware Jobbers.

Rochester, N. Y.

Hartford Hardware Association.

Editor Hardware: The Hartford Hardware Association was formed on July 30, 1889. The records read: "A meeting of the Hardware dealers of Hartford, held at the store of Tracy, Tarbox & Robinson, at 8 o'clock P. M., at which meeting all the dealers in Hartford were represented, with the single exception of R. D. Hawley & Co. Committees were appointed, who reported at a meeting held August 12, 1889. The object of this Association shall be: To bring about a better acquaintance among the members, to promote harmony and good feeling between members, and provide such protective measures as shall, from time to time, appear to be necessary to the welfare of this Association."

The membership at that time was composed of these firms: Tracy, Tarbox & Robinson, J. C. Woolley & Co., R. D. Hawley & Co., Willis Thrall & Son., Clapp & Treat, Warren & Co., Blodgett & Clapp Co., Storrs & Candee. Wm. E. Cone was elected president; R. F. Way, secretary.

Since that date the organization has been kept up though changes have been made in its membership.

The territory we cover is practically Hartford County, although some business is done in Tolland, Middlesex, Litchfield and New Haven counties.

We hold meetings monthly, and intend having a social gathering twice a year, with a dinner. The officers since organization have been: Presidents: Wm E. Cone, from 1889 to 1893; John F. Tracy, 1894 and 1895; Wm. Francis, 1896 and 1897. Secretaries: R. F. Way, 1889 to 1893; Irving C. Treat, 1894; John B. Clapp, 1895 to 1897. The Association is at present composed of the following firms:

Tracy & Robinson, Hartford, Conn.
J. H. & Wm. E. Cone, Hartford, Conn.
Francis & Co., Hartford, Conn.
Way Hardware Co., Hartford, Conn.
Cadwell & Jones, Hartford, Conn.
Edward B. Thrall, Hartford, Conn.
Clapp & Treat, Hartford, Conn.
The Blodgett & Clapp Co., Hartford, Conn.
L. L. Ensworth & So·, Hartford, Conn.
John B. Clapp & Son, Hartford, Conn.
H. H. & E. W. Abbe, New Britain, Conn.
Herbert L. Mills, New Britain, Conn.

The organization is in a strong, healthy condition, and its members are loyal to its objects and principles.

Yours truly,

John B. Clapp,

Hartford, Conn. Secretary Hartford Hardware Association.

An expert has contrived the following statement to show the economy effected by labor-saving machinery: One man and two boys do the work which it required 1100 spinners to do but a small number of years ago. One man does the work now of 50 weavers, who were required at the time of his grandfather. Cotton printing machines have replaced 1500 per cent. of hand labor. One machine, with one man as attendant, manufactures as many horseshoes in one day as it would take 500 men to make in the same time. One nail machine has taken the place of 1000 men. In the manufacture of paper 95 per cent. of hand labor has been replaced. By the use of machinery in loading and unloading ships one man can perform the labor of 2000 men working without its aid. Steel ties machinery produces a saving of 500 per cent. Typesetting machines effect an economy of 150 per cent.—*American Exporter.*

Tornado Tom.—"So Ike's gone to visit his father, has he? That must have been his uncle then that we lynched year before last for horse stealing."

Sheriff (of Tombstone.)—"Oh, no; that was his father. That's the feller he's gone ter visit."—*Exchange.*

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MICHIGAN HARDWARE ASSOCIATION.

Editor Hardware: The Michigan Hardware Association was organized mainly through the efforts of F. S. Carlton, of Calumet, who, thinking that an organization of Hardware dealers might be effected, sent circular letters to a number of firms throughout the State.

In response to these letters, about twenty firms sent representatives to Detroit, July 9, 1895, where our first meeting was held, and the Michigan Hardware Association was organized with the following officers:



CHARLES F. BOCK, PRESIDENT MICHIGAN HARDWARE ASSO.

President: F. S. Carlton, Calumet.

Vice-President: H. C. Weber, Detroit.

Secretary and Treasurer: H. C. Minnie, Eaton Rapids.

The work of the first meeting consisted in forming the constitution and by-laws, after the adoption of which the meeting adjourned. A special meeting, held in Saginaw, February 12, 1896, was full of interest to the members. The membership had increased to fifty: topics of vital interest to the Hardware trade, wholesale and retail, were taken up at the sessions of this convention, and discussed. Among other subjects brought up for debate were the lien laws of Michigan and the present nail card, after which some very interesting papers were given. The meeting closed with an elaborate banquet.

The first annual meeting was held in Detroit, July 8 and 9, 1896, which was a very interesting and instructive session.

A committee was appointed to draft a suitable lien law. The papers given at this gathering were full of good points and all felt benefited by them.

H. C. Weber, of Detroit, was elected president; C. F. Bock, of Battle Creek, as vice-president; and H. C. Minnie of Eaton Rapids, secretary and treasurer. Among the social features of this meeting was a fine banquet and a trip on the Detroit river.

The enthusiasm of the members was now thoroughly aroused, and all prophesied that the Michigan Hardware Association was bound to be a success.

The Association held its second annual ocnvention at Battle Creek, July 14 and 15, 1897, and a profitable time, both from a business and social point of view, was enjoyed by all.

The attendance was good; roll call showing one hundred and thirty-one members, and the matters under discussion could not fail to be of interest to the Hardware dealers generally.

During the past year we have secured the passage of a new lien law, and now Michigan can boast of having the best lien law of any State in the Union.

It not only protects the laborer but the person who furnishes the material as well. The Association had the law printed with instructions how to put a lien on property without the assistance of an attorney, and the same is furnished to its members.

The officers for the ensuing year were:

President: C. F. Bock, Battle Creek.

Vice-President: H. W. Webber, West Bay City.

Secretary and Treasurer: H. C. Minnie, Eaton Rapids.

Mr. Bock is at present devoting considerable time to visiting Hardware dealers in the larger cities of Michigan, in the interest of the Association. He is meeting with great success, adding new members; in fact, he is making a clean sweep of all the reliable dealers in every city visited.

We now number about two hundred. The next annual meeting will be held at Detroit, July 13 and 14, 1898, and we hope to have a large attendance. We take the opportunity offered through the columns of your valuable paper to invite all Hardware dealers of the State to attend this meeting.

Enclosed please find a copy of constitution and by-laws, and we call your attention to Articles 13, 14 and 15, which we expect will be of much importance to Hardware dealers.



H. C. MINNIE, SECRETARY MICHIGAN HARDWARE ASSO.

Hoping to have the pleasure of meeting you at our next meeting, I remain,

Yours Respectfully,

HENRY C. MINNIE,

Secretary and Treasurer, Michigan Hardware Association.

Eaton Rapids, Mich.

The sections of the constitution to which Mr. Minnie calls attention are as follows:

Article XIII: Any manufacturer or jobber soliciting

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orders or selling goods in any town or city where a member of the Michigan Hardware Dealers' Association is located and doing business, except to an exclusive Hardware dealer in such town or city, shall be considered as working against the interest of said Association; provided that nothing in this article shall be so construed as to prevent manufacturers or jobbers from selling to manufacturers in any town or city goods actually used in articles manufactured by them, nor from selling to railroad or transportation companies.

Article XIV: It shall be the duty of all members to make complaint to the investigating committee of said Association, in accordance with the provisions of Article 8, of any violation of Article 13, by any manufacturer or jobber. If the investigating or executive committee are unable to amicably adjust the grievance complained of, it shall then be the duty of the Secretary of this Association to notify all members of this Association of the facts in the case.

Article XV: Whenever any complaint has been entered against any manufacturer or jobber, charging a violation of the provisions of Article 13, it shall then become the duty of members of this Association to withhold his patronage from said manufacturer or jobber until all such complaints as aforesaid have been satisfactorily adjusted.

Wisconsin Hardware Association.

Editor Hardware: On December 8, 1896, a circular call was issued over the names of a large number of Hardwaremen in the various parts of Wisconsin, calling a meeting of those interested in the formation of a Hardware organization, to be composed of the dealers of this State. It was declared there that "the purpose of this meeting is to form a permanent organization, and to fix the time and select the place for holding the first annual meeting next summer." The response to this call was generous, and showed that the movement was one which deserved, and would receive, the generous and patriotic support of the dealers of the State.

On February 9, 1897, in response to this call, a preliminary meeting of Hardware dealers was held in Milwaukee, some forty retail merchants being present. The need of organized efforts for protection from the inroads of manufacturers and jobbers, and for the promotion of a general feeling of confidence, was fully recognized.

After the questions involved had been fully discussed, the following resolutions were adopted:

"*Resolved*, That we demand of manufacturers and jobbers that they confine the sale of their wares to regular dealers, and that each and every member of this Association pledge himself to use all reasonable efforts to enforce this demand.

"*Resolved*, That if any manufacturer or jobber furnish goods to any one not regularly engaged in the retail trade, the dealers affected shall report the same to the secretary, with affidavits or other proper proofs. The secretary shall then correspond with the offending manufacturer or jobber, and endeavor to adjust the matter, and in the event of a failure to so adjust a complaint, where the evidence is conclusive, the secretary shall report the facts in the case to the members of the Association.

"*Resolved*, That a cordial invitation is hereby extended to all legitimate and regular Hardware dealers to join with us in this Association, and that they send to the secretary the amount of dues for one year, and receive their certificate of membership."

The Wisconsin Hardware Association thus came into being, and commenced its first year of labor by the election of the following officers:

President: John Hughes, Fond du Lac.

Vice-President: Andrew Noll, Chilton.

Secretary: C. A. Peck, Berlin.

Treasurer: W. H. Hay, Oshkosh.

An executive committee was appointed, consisting of the officers above named, and in addition C. E. Dewey, Kenosha; D. W. Ramsey, Madison; and A. H. Sheldon, Janesville.

A constitution was adopted, declaring that the object of the Association should be "to promote the interests, and secure the friendly co-operation of Hardware dealers." It was further declared that "any person or firm who is engaged in the Hardware business, is in good standing, and carrying a general assortment of stock, may become a member of this Association by subscribing to the constitution, and paying the annual dues prescribed in the by-laws." Regular meetings of the Association were to be held on the first Wednesday in February of each year, or as often as might be designated by the Association.

Under this constitution, and governed by wishes for the best interests of the trade of the State, this Association has continued upon its way successfully, and is now in a most flourishing condition, with a membership of 161.

The semi-annual meeting for 1897, was held in Milwaukee on July 20th and 21st, and was one of exceeding interest.

A programme of exceptional merit was carried out, including the reading of papers by a number of the leading Hardwaremen of the State. A resolution was offered and unanimously adopted to the effect that "Any traveling Hardware salesman in this State shall be entitled to membership in this Association, without the payment of dues, and without the right to vote."

The annual meeting of 1898 was held at Milwaukee, on February 2d and 3d. There was a large attendance, and the enthusiasm of the members was such as to justify all that had been done in the past, and to promise a hearty and patriotic support in the future.

The reports of the president and the secretary showed that a great deal of work had been done during the year, all of which was of practical value to the organization. Very few complaints had been received against manufacing and jobbing houses, all of which had been harmoniously settled. A number of interesting papers were read, and the discussions which ensued were of practical value, suggesting many ideas for use of the members of the Association. The officers of the first year were unanimously re-elected.

We feel that our Association has already done a good work, which will result in benefit to the Hardware trade, not only of this State, but incidentally and indirectly to all who have business associations with our members.

C. A. Peck,

Berlin, Wis. Secretary Wisconsin Hardware Association.

Among the curious things to be seen in the Hardware stores nowadays are woven wire door mats for sale by the yard, foot or inch. It is only a few years since the manufacture of the woven wire mat was begun, but these mats have proved so effective as dirt catchers and so light and easily cleaned that their use has spread very rapidly. During the earlier years of their manufacture each mat was woven and finished separately. Now some of the manufacturers are weaving them in lengths of fifty feet, and in such a way that they will not ravel when they are cut. The mats are woven in different widths and done up in rolls like carpet.—*N. Y. Sun.*

A report of the Assistant Secretary of the United States Navy on fireproof material makes the recommendation that no wood at all be used on torpedo boats. The fireproofed wood which has been tried on some ships has, he states, a tendency to corrode steel with which it may be in contact. Further, the treatment weakens the wood and renders it hard to tool. Laid on decks it wears badly, and if subjected to constant wetting appears to lose its fireproof properties. From these considerations the Secretary recommends that the material shall not be used for decking, but thinks it has advantages for interior joiner work, which is less exposed to the action of the water.—*The Engineer, New York.*

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NEW ENG. HARDWARE DEALERS' ASSO.

Editor Hardware: This Association was organized March 15, 1893. It is intended to include in its membership all responsible Hardware dealers, both wholesale and retail, throughout the New England States. The objects of the



EX-PRESIDENT D. FLETCHER BARBER.

Association are social intercourse, and the discussion of all matters of interest relative to the Hardware trade.

The meetings are held on the second Wednesdays of nine months of the year. The attendance has always been good, sixty-five members being the usual average. Subjects appertaining to the welfare of the Association have been fully discussed at the meetings and various ways have been devised and carried out which have benefited the members. At some of the meetings we have found it to our interest to engage musical and other talent to entertain us for a part of the evening. This arrangement has been heartily approved of by the Association.

In January, 1893, the Boston members of the Association, believing that a uniform system of prices on leading articles would be of great benefit to the trade, arranged a schedule of prices on several leading articles of Hardware, and asked all interested parties, either within or without the Association, to join them in making the movement a success. As a result, eighty-five parties representing the Hardware trade of Boston and vicinity, signed an agreement not to make sales to consumers at less prices than those mentioned in the schedule list, until notice shall have been received from the Association of a change, or changes, in rates.

The plan went into effect July 17, 1893. The schedule lists have been sent out monthly, or as often as the manufacturers change their prices. On the whole, this plan proved very satisfactory for several years, and every Hardware firm was benefited more or less—in fact one retail Hardwareman stated that he was enriched more than two hundred dollars in one year, on nails alone. This arrangement is still in vogue, although, during the past season, owing to various reasons, not so much has been done in that direction as heretofore.

Our membership continues about the same as in previous years, the depressed state of business in general being a sufficient reason that we do not increase to any extent in numbers, but undoubtedly as soon as trade revives, we shall be benefited in that respect.

The advantage of Hardware clubs cannot be overestimated. Aside from pecuniary gain, which, in itself is no small item, the fraternal relations between Hardwaremen are furthered by these periodical gatherings. Subjects are discussed and results are brought about which are decidedly beneficial in their influence upon the trade at large. Credits are looked after with sharper attention, and, as a happy consequence, "bad debts" are greatly reduced. The writer strongly advocates and recommends the formation of local Hardware clubs in all cities and larger towns.

The Association has been very fortunate in having popular presidents, as follows:

Hiram G. Janvrin, of M. C. Warren & Co., Boston, Mass.

Samuel H. Thompson, of the Thompson Hardware Co., Lowell, Mass.

D. Fletcher Barber, of Chandler & Barber, Boston, Mass.

Edward A. Loomis, of the Belcher & Loomis Hardware Co., Providence, R. I.

Officers elected for 1898 are as follows:

President: Edward A. Loomis, Providence, R. I.

First Vice-President: Charles E. Adams, Lowell, Mass.

Second Vice-President: Charles O. Tukey, Chelsea, Mass.

Third Vice President: Lewis W. Thompson, Woburn, Mass.

Secretary: James A. Farless, Boston, Mass.

Treasurer: James L. Work, Boston, Mass.

Directors: Hiram G. Janvrin, Boston; Myron H. Tarbox, Boston; Harry H. Hale, South Boston; John H. Sayward, Haverhill; Edgar H. Bowers, Needham; Arthur C. Lamson, Marlboro; John M. Fiske, Natick.

James A. Farless,
Secretary New England Hardware Dealers' Association.
Boston, Mass.

The armory at Newburgh, N. Y., is to be enlarged and improved, and when completed, will be one of the most convenient and complete company drill halls in the State. The drill hall is about 80 feet wide and 130 feet long. Among the contemplated improvements is the removing of the present wooden roof and replacing it with a new roof structure. The roof supports will consist of eleven steel trusses. These will be arranged to support the mezzanine floor where new lockers and equipment cases will be placed, and they will also support the visitors' gallery. The new roof, when completed, will be much lighter, and will give the interior of the building a more roomy and substantial appearance. The Berlin Iron Bridge Co., East Berlin, Conn., have the contract for furnishing and erecting the steel trusses, as well as the other iron work in the building, consisting of steel plates in the rifle pit, girders in the floor and walls, and other miscellaneous iron work.

The Russian government has decided to adopt the metric system. The United States and the British Empire will thus soon be the only important countries which have not adopted the decimal system of weights and measures.—*The Industrial World.*

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National Association Retail Hardware Dealers.

Editor Hardware: I take this, my first opportunity, to reply to yours of the 23d inst, in which you request me to give a brief outline of the steps taken to form a National Association of retail Hardware dealers, some years since.

In response to a call published in the *Iron Age*, a meeting was held in Chicago, September 20, 1893 at which representatives were present from many of the States, among them being:

The Orr & Lockett Hardware Co., Chicago, Ill.
Kirk & Smith, New Castle, Pa.
A. T. Stebbins, Rochester, Minn.
Irving A. Sibley, South Bend, Ind.
Hodge & Homer Co., Chicago, Ill.
Pickett Hardware Co., Warren, Pa.
W. O. Leslie, Sharon, Pa
S. S. Bryan, Titusville, Pa.
Brinkmeyer Hardware Co., St. Louis, Mo.
S. J. Stebbins, Chicago, Ill.
Chandler & Barber, Boston, Mass.
M. C. Warren & Co., Boston, Mass.
H. M. Hornung, Waukesha, Wis.
Edwards & Chamberlin Hardware Co., Kalamazoo, Mich.
J. O. Barrett, Joliet, Ill.
G. & D. Rehn, Chicago, Ill.
Keene Bros. Hardware Co., Chicago, Ill.
Northwestern Hardware Co., St. Paul, Minn.
Calban & Lewis, Windsor, Mo., and others.

There were also many letters of encouragement from prominent dealers, who were unable to be present. As a result of the meeting, an organization was perfected, and called the National Retail Hardware Dealers' Association. The officers elected were as follows:

President: S. S. Bryan, Titusville, Pa.

Vice-Presidents: First, F. B. Orr, Chicago, Ill.; Second, Samuel McKnight, Allegheny, Pa.

Treasurer: Wm. T. Humes, Chicago, Ill.

Secretary: Hiram G. Janvrin, Boston, Mass.

Directors: Two years, C. M. Chamberlin, Kalamazoo, Mich.; B F. Homer, Chicago, Ill.; J. G. Brinkmeyer, St. St. Louis, Mo. One year, W. K. Morison, Minneapolis, Minn.; D. Fletcher Barber, Boston, Mass.; I. A. Sibley, South Bend, Ind.

There seemed to be a general feeling at the meeting, and throughout the country, at that time, of the need of such an association, and every one was enthusiastic. Circulars were sent by the secretary to every retail dealer in the United States. The membership fee was fixed at the nominal sum of $5, and all were asked to come in and help on the good work. But in spite of the enthusiasm, the low admission fee, and much time and labor, few could be induced to become members, and the Association never made any progress, the first meeting being also the last; a fact in the opinion of the writer, very much to be regretted.

In conclusion, I would say that I trust this synopsis may be of service to you, and that I am ready at any time to render such assistance as may be in my power to so valuable a paper as *Hardware*.

Yours very truly,
Hiram G. Janvrin,
Secretary National Retail Hardware Dealers' Association.
Boston, Mass.

The president of the above-named Association, writes us as follows:

Editor Hardware: Yours of the 25th received. It cannot be said that either the Western Pennsylvania Hardware Dealers' Association or the National Dealers' Association is in existence to-day. It is true that I had a very active connection with them in 1893, but I was from five to ten years ahead of the times. I see that a number of States are forming Hardware Dealers' Associations, and I predict a necessity for a National Association will soon appear. In both Associations some of the brightest and strongest men in the business were connected with them. Speaking for myself I would say that I would bid any new association a very hearty welcome, but I feel that I have done my duty and spent all the time and money that I care to, but I should be glad to be a member if any such organization should be formed.

Yours truly,
S. S. Bryan.
Titusville, Pa.

Kansas City Implement, Vehicle & Hardware Club.

Editor Hardware: As Kansas City is acknowledged to be the largest distributing point of agricultural implements in the world, it was thought fitting that the representatives of the different houses should form an association, meeting monthly for the purpose of a couple of social hours, and incidentally talking over matters that would be of interest to its members. In November, 1892, a general call was issued for a meeting of the different managers. This call met with favorable response, and the night of meeting found a well filled room of representative managers. A constitution and by-laws were adopted and officers elected for the ensuing year, with J. G. Stowe, president of the Stowe Implement Supply Co., as president; and D. B. Alderson, manager of Bradley, Wheeler & Co., secretary. At the next annual meeting, in 1893, Mr. Stowe was re elected president and Ira C. Hubbell, manager of Fairbanks, Morse & Co., secretary. At the annual meeting in 1894, Mr. Stowe was again re-elected president and O. V. Dodge, vice president of the Kansas City Hay Press Co., secretary. At the annual meeting in 1895, F. L. Kaufman, manager of Parlin & Orendorff Co., was elected president and O. V. Dodge re-elected secretary. At the annual meeting in 1896, F. E. Lally, manager of Crane Co., was elected president, and O. V. Dodge re-elected secretary. At the annual meeting in 1897, Geo. M. Moore manager of Kingman-Moore Implement Co., was elected president and O. V. Dodge re-elected secretary.

Meetings have been held monthly, except for summer vacations, and have been uniformly well attended. Many matters of interest to the members have been taken up and disposed of to their advantage and satisfaction.

Yours truly,
O. V. Dodge,
Secretary Kansas City Imp., Vehicle & Hardware Club.
Kansas City, Mo.

It is about 900 years since forks were invented. A princess was married to a prince of Venice: for the wedding breakfast she provided herself with a silver fork and a gold spoon. This set the fashion, and wealthy families soon provided themselves with like table furniture. The greatest excitement followed their introduction, and the church condemned the use of these articles, without which you would not be able to eat with comfort. It is said that it was 613 years later that the fork and spoon entered England.—*Exchange.*

The following is going the rounds of the press: "The country editor is a reliable encyclopedia. A subscriber sent him this quety recently: 'What ails my hens? Every morning I find one or more of them keeled over to rise no more.' The reply was:' The fowls are dead. It is an old complaint, and nothing can be done except to bury them.' "—*Lockhart, Minn., Phonograph.*

The Argentine government is about to purchase another warship of about 12,000 tons. It is to be bought in England. A Buenos Ayres paper says: "When we have this ship, we should like to know where we are going to keep it, as it will be bigger than either the *Garibaldi* or the *San Martin*, and we have no ports for either of these vessels." —*The Industrial World.*

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WHAT HAS IT DONE FOR THE TRADE?

"What has your Association, or Club done for the moral, social and business interests of the trade it represents?" This is a question which was recently addressed by *Hardware* to a number of the presidents of the leading Hardware Associations of the country, and we take pleasure in submitting their responses herewith, knowing that there is a great deal of information of an interesting character contained therein:

ATTITUDE OF THE SOUTHERN JOBBERS.

Editor Hardware: As president of the Southern Hardware Jobbers' Association, it gives me much pleasure to contribute a short article on matters connected with the Southern Association, to assist in the celebration of the eighth anniversary of *Hardware*, which paper has in the past been of so much benefit in the dissemination of matters of interest and value to the Hardware trade.

The necessity of some organized opposition to combat with the many evils confronting the Hardware jobbing business, both internally and externally, was the prime cause of the formation of the Southern Hardware Jobbers' Association, as likewise has been the reason for the organization and continued existence in the United States and elsewhere, of the hundreds of associations in practically every line of business. The main objects sought by the few jobbers who first met in Nashville, Tenn., on September 30, 1891, for the purpose of organizing an association, are embodied in three clauses of our constitution, as follows:

First: A permanent organization of the Hardware jobbers of the South, for the purpose of promoting more intimate social relations among them, and consequently a more friendly feeling.

Second: To encourage and promote the commercial interest of the Hardware jobbers of the South in every way possible.

Third: To foster and encourage, through social intercourse and united effort, that which will inure to our mutual benefit.

How well we have succeeded is forcibly demonstrated by the growth and development of our Association, the number and character of our membership from year to year, and the inestimable benefits the jobbers have received from same, both collectively and individually. Space will not permit of details as to what our Association has accomplished, but a few results of our work can be briefly mentioned.

Competition, although the life of trade, was, previous to the organization of the Southern and later Hardware Associations, a bugbear to the conservative Hardware jobbers, but while competition in the South has really materially increased since the formation of the various associations, owing to the opening up of new territory by new railroads and better freight facilities in general, including, of course, more satisfactory freight classification, and also the friendly feeling brought about by the frequent meetings of our Hardware competitors. By the members of our Association meeting together at our annual meetings, as well as at our frequent committee meetings, ties of friendship have been formed that no business transaction can efface, and in consequence of this brotherly feeling, the many rumors that reach the jobbers, through their traveling salesmen, of cut prices and other seeming irregularities, are seldom considered, or, if believed, are often taken up with the offending jobber and the evil-minded, and in this manner, competition, both from local and distant jobbers, is relieved of its many terrors.

We have also been brought to a knowledge of what it costs to do business, realized the various matters constituting our expense accounts and have put in operation in our businesess many of the advanced business methods promulgated by some of our most progressive members, and from this knowledge we are able to estimate pretty closely from day to day what our business is actually doing, especially what the profits are averaging, and from this information we are enable to conduct our business more satisfactorily than was ever dreamed of before. Freight classification has not been overlooked by our transportation committees, neither have our manufacturers and grievance committees been idle, as they have kept in close touch with the manufacturers, and when it appears to them any manufacturer is deviating from the straight and narrow path, they endeavor to lead him back to the path of duty. There are still, perhaps, a few *advanced thinkers* who believe the jobber is a useless ornament between the manufacturer and retailer, but the history of the Southern Association has proven conclusively that the jobber has a sphere equally as important as the manufacturer or retailer, and our experience has further been that the manufacturer is willing and anxious to meet the jobber half way, and upon this common ground, arrangements can, and have been made, that have proven of great value to both jobber and manufacturer, as well as to the advantage of the retailer and consumer. However, we have studiously refrained from entering into any arrangements with the manufacturers or between ourselves whereby such arrangement could in any manner be termed a combination.

Our annual conventions may well be termed the "bone and sinew" of our Association work, as it is only by our members meeting together in friendship and interchanging ideas one with another, that the greatest good and the most satisfactory results can be obtained. We are also glad to state that our membership as a whole recognize the importance of these meetings, and are always in attendance unless providentially hindered. The eighth annual convention of the Southern Association will be held about the first of June, at which time we anticipate a most excellent meeting.

We are pushing forward, day by day, all matters having a tendency to better the conditions of the Hardware jobber, and can see no reason why our efforts will not be crowned with further success. The Hardware Associations, like the Hardware jobbers, cannot now be dispensed with, and the present and future prosperous condition of the jobbers will be but a reflection of the continued growth and development of the Hardware Associations.

Yours very truly,

G. W. BARNETT,

President Southern Hardware Jobbers' Association.

Montgomery, Ala.

WORK OF THE NEW YORK HARDWARE CLUB.

Editor Hardware: It would be a very difficult task to enumerate all the benefits which have accrued from the creation of the Hardware Club of New York. There were in this city, firms and individuals who had done business side by side with each other in the Hardware trade for many years, with a very slight acquaintance existing between the two, or an acquaintance which was based upon business opposition, and was therefore tinged with a certain amount of hostility and distrust. We knew all about each other in a general way, and were certainly acquainted with anything which could be said by one of us to the

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business disadvantage of the other. But, in the great majority of cases there was little social or personal acquaintance, and not much of a desire in many cases for closer ties.

When the Hardware Club of New York was first suggested, there were some who doubted the success of the movement, even among those who were the most willing to lay aside all business animosities and join with their neighbors in an Association, which might be of mutual advantage and benefit. It is however, to the credit of the trade at large that almost from the first gathering together, all these feelings of doubt and business animosity disappeared, and the merchants and manufacturers who had been looking at each other with a certain tinge of doubt and mistrust, came together with a willingness to forget whatever may have been of an unpleasant nature in the past, and to make new bonds of personal and social faith and friendship.

The Hardware Club of New York has changed all this old order of things, and caused a new one of friendship and good fellowship to take its place. There is no member of our Club who cannot call to mind many instances wherein he has been directly benefited in a business way, by the acquaintances which this club has caused, extended and cemented. No one can visit the Club rooms during the hour for luncheon on any of the six business days of the week, without being impressed with the fact that there is something more than the mere ties of club membership which have drawn and held those present together. There is a feeling of hearty good will in the very atmosphere, and the little re-unions which occur from day to day are among the brightest spots in the memory of our business life.

I might go into many details as to the minor benefits which accrue to the members of the Club, but think that the broad statements made above cover the ground enterely. Suffice it to say, that there is not a member of the Hardware trade to-day connected with our great and successful club, who would listen for a moment to any proposition looking to its abrogation, or a return to its old condition of affairs. The spirit of harmony which prevails in the trade to-day, and which organizations of this character have brought about, is one which I believe is permanent, as I know it to be of benefit and good to all who come under its beneficent influence.

Respectfully yours,

Peter McCartee,

New York, N. Y. President Hardware Club of New York.

WHAT HAS OHIO DONE?

Editor Hardware: "What has the Ohio Hardware Association done for the trade it represents?"

Beyond all else, in its few years of annual coming together, it has brought into association men who should have known each other years ago; men who are among the best in the State; who have worked and labored as near neighbors without even the courtesy of a call, one upon the other, in all these years.

Had there been no other result than the social feature, I feel that I am voicing the entire membership, in saying it is worth to us all it cost in this alone. There have been, and there will be, other and larger resulting benefits as we gain in numbers, and the consequent strength that comes of union.

We were the pioneers in State associations, and take some credit in that other States are following in this, our effort, at the correction of existing wrongs. Basing themselves on the existence of these, many local ones have been formed throughout the States, and reports from these show good work done.

So early in its history, the question cannot be so pertinent—what *has* been done as what *can* be done. We need more membership; it is rapidly coming, and with the mighty strength that comes of union, when intelligently applied, almost anything can be asked, and granted, in correction of existing wrongs.

Our purposes are shown to the world in existing rules, by-laws and resolutions, and in every case have had the sanction of the better class of jobber and manufacturer, where presented to them.

We ask correction from the jobber, who, with a salesman in your office, has at the same time another salesman doing the pirate act among the trade you buy goods for. We have asked this in a number of instances, and have had recognition and correction.

We ask consideration from the maker of goods who has gone to the consumer, a wrong that has grown more rapidly than any other in latter years, and in several instances have had cheerful correction.

We are asking for protective laws at the hands of our legislators. At present we have in our State, neither laws of lien, of attachment, of garnishee nor judgment, that in reality protect. We feel that these will come, when asked for by a body of men, known as will be, the Ohio Hardware Association.

There are many of what may be called local benefits to be derived, that largely come from discussion, such as credits and collections, treatment of employees, the buying of goods, our relations with the traveling salesman, what line of goods may be handled most profitably, how to meet the department store, the various business methods of other merchants, and a hundred and one good things that do not always come to those who have no occasion to discuss matters with other men.

No one head contains it all; with many in association some good must come. I trust and believe your same question asked two years hence will require volumes to answer it. The Retail Hardware Association has come to stay. Their number grows in evidence each month. Their interests are mutual ones, and but a few years hence we will see every State in the union supporting one.

H. C. Wiseman,

Springfield, Ohio. President Ohio Hardware Association.

EASTERN TENNESSEE IN LINE.

Editor Hardware: Seeing that the jobbers of Hardware were organizing into strong associations all over the United States; that most of the manufacturers were in combination and trusts at that time notably the great nail trust—and that the jobbers were overstepping their bounds, and, in many instances, selling direct to consumers, a small number of Hardware firms assembled in Greenville, Tenn., a town famous as the home and last resting place of Andrew Johnson, and in June, 1895, organized the East Tennessee Retail Hardware Association. This Association, if not first, was among the very first, of the kind in the United States.

It was at first intended to embrace only the territory between Bristol and Knoxville, but at second meeting, in January, 1896, the trade from Knoxville to Chattanooga was invited to meet with the Association at Morristown, Tenn., at which time and place I first became a member of the Association.

With this prelude, will say that one of the most appreciated features, as well as beneficial ones, is its social feature. It has made us acquainted. Many of us having lived only a few miles apart, and having heard of each other for years, had never had the pleasure of personal acquaintance. This feature alone repays us for the time and small expense of the Association.

In our meetings various subjects are discussed, and much useful information obtained.

On various occasions the jobbers have been invited to meet with us, and discuss matters pertaining to our mutual interest, and many obstacles have been removed, that were injurious to our branch of trade.

It is the policy of our Association when it is discovered

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that jobbers are selling direct to our customers, to report the same to the various members of the Association; also to inform each other in regard to persons who are not worthy of credit.

The East Tennessee Retail Hardware Association was first, by resolution, to offer $100 or more if necessary as its proportional part co-operating with other associations to test the validity of the great nail combine in the courts of the country.

At our last meeting resolutions were passed, and our secretary, Mr. E. T. Hall, of Cleveland, Tenn., was instructed to correspond with other associations, looking to the organization of a National Retail Hardware Association.

We cannot enumerate the many benefits we have derived —these are only a few. Suffice it to say that our membership grows at each meeting, and interest increases, and our organization is now a permanent one and stands ready at all times to co-operate with all other similar organizations, for all that is good and beneficial to the retail trade.

Our next meeting will be at Rogersville, Tenn., in July, at which time we expect an increase of membership and one of the best meetings we have ever had.

Respectfully,

JNO W. BAYLESS,

President East Tennessee Retail Hardware Association.

Athens, Tenn.

A LUSTY INFANT.

Editor Hardware: The North Dakota Retail Hardware Association being organized last fall, is only in its infancy, but for the length of time it has been in existence, the progress has been rapid and beneficial. The membership, which is rapidly increasing, consists of about four-fifths of the dealers of the State, who are earnest workers for the aims of the Association.

Socially, the meetings have been very pleasant, bringing together new interests in similar objects, and making friends and a fraternal feeling where no acquaintance has heretofore existed.

In a moral and business sense, we are bound to progress, for the best methods of transacting business and improving trade are gained by association, better than by any other method.

Business protection, which is our first aim, has already been felt in many instances, and as our strength increases, so will this protection.

The Association has a bright future in prospect, and, with the continuance of the ambition and work for the success of the Association, we are bound to win.

Respectfully,

CLARK W. KELLEY,

President North Dakota Hardware Association.

Devil's Lake, N. Dak.

THEY PAY IN NEW ENGLAND.

Editor Hardware: Your question as to the usefulness of the New England Iron & Hardware Association to its members, may be summed up in three classes, or chapters, which comprise our Membership, Shelf Hardware, Heavy Hardware and Metal Branch.

The Shelf Department eat, drink, and some of them did sleep together, under the compulsion of the late blizzard, which prevented their home going on the night of our annual banquet of 1898, and since that experience, have been investigating the ways and means in force among the members of the Pacific Coast Association.

The Heavy Hardware Branch have no time to eat or drink, they are making money so rapidly; in fact, use up so much time that their Shelf Hardware brethren stand amazed and look on.

The Metal people had their organization many years before our Association was in existence, and their quiet, methodical ways are worthy of emulation in any body of business men.

The future looks bright, and we hope to send a good report to many future anniversary occasions of *Hardware*.

With kind regards, I remain, yours very truly,

L. C. CARTER,

President New England Iron & Hardware Asso.

Boston, Mass.

FEEL ITS GOOD EFFECTS.

Editor Hardware: There is not much to say, as yet, in answer to your question: "What has your Hardware Association done for the trade it represents?"

Organized Jannary 13, 1898, the Eastern New York & Vermont Hardware & Iron Association is still in its infancy. Notwithstanding this fact, we already feel its good effects.

Socially, by bringing together a class of honorable men, trusted by all, "except themselves," teaching them to have confidence in one another, and making of them friends as well as competitors.

In a business way, by establishing uniform prices, which do justice to both dealer and consumer, making the transaction of our everyday business very much more pleasant.

At the present time we are doing everything possible to strengthen our organization, and hope in the near future to number among its members every Hardware and iron dealer within the limits of our territory.

Yours very truly,

JAMES L. DUNN,

President Eastern New York & Vermont Hardware & Iron Association.

Troy, N. Y.

ALSO IN KANSAS CITY.

Editor Hardware: Answering yours of the 9th, asking: "What has your Hardware Association done for the trade it represents?" would say that our Association, as its name implies, is not distinctly an association of the Hardware trade here, but also the implement and vehicle trade.

While our Association has not accomplished all that its members have hoped for, it has been the means of promoting an acquaintance and sociability among the members, and, by a united effort, has succeeded in correcting, or at least modifying, some of the many abuses in the trade on lines represented.

The field is large, and the benefits to be derived by co-operation many, and by a proper disposition to stand together on matters of common interest, much good can be accomplished. We are firm believers in such organizations, but to be a success, the members must be true to one another, which we are sorry to state is too often not the case.

Yours respectfully,

GEO. M. MOORE,

Pres't Kansas City Implement, Vehicle & Hardware Club.

Kansas City, Mo.

HAVE ACCOMPLISHED SOMETHING.

Editor Hardware: Replying to your favor of March 16th, in reference to the Texas Hardware Jobbers' Association, our worthy secretary will give you all the detailed information you desire. He can do this better than I can, since he has kept the record of the Association from its organization. Our State organization has been in existence some two years, and the principal mover in securing the Association of the jobbing Hardware houses of Texas, was its present secretary, R. F. Bell. The organization at present comprises practically all the Hardware jobbing houses of Texas, and while we cannot claim to have accomplished much in a material way so far, our meetings have brought on a better feeling between the members of the trade, and has been productive of much good in that way. On account of our peculiar location, subject to conditions that do not exist in other parts of the country, it will require a long and united effort on our part to bring about the desired improvements that we hope to accomplish. I believe however, that by perseverance, and intelligent and conservative action on our part, we will soon be able to demon-

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strate that it was wise for us to organize, and desirable that the organization should continue.

Yours respectfully,

Jas. Moroney,

President Texas Hardware Jobbers' Association.

Dallas, Texas.

THE RESULTS IN SPRINGFIELD.

Editor Hardware: Our Hardware Social Club has now been in existence for about four years. We started purely as a social organization, to know each other better, compare notes and general business ideas, principles and credits. We have accomplished what many of our members considered impossible facts; have steadily grown and maintained our organization, and our meetings are looked forward to with pleasure, always calling out each and every member. We exchange ideas freely and pleasantly, do not now hesitate to ask questions and seek information freely, and in so doing cement and cultivate good feeling and settle any little differences, of whatever character or nature, that may come up.

We are glad that we exist and meet together. We look after our credits closely, and scan closely our experiences. We are simply a retail association and cover all dealers in this vicinity. Our organization is conservative, careful and well managed. We try to live and let live. Wishing you our hearty and cordial sympathy in your coming anniversary, Yours very truly,

F. D. Foot,

President Springfield Hardware Social Club.

Springfield, Mass.

HAS DONE US MUCH GOOD.

Editor Hardware: In answer to your question, will say briefly, as probably most of your correspondents have said, that our Association has made us personally acquainted and personal friends. It has diminished ruinous competition, and there are fewer dissatisfied customers and annoying shoppers. It has given us useful information, and lightened the labors of business. It has brought us larger profits, better consciences and a finer sense of honor. And it is a stimulus for attention to business, and greater exertions, to meet the requirements of the times and the increasing population of the country.

Yours sincerely,

Wm. Francis,

President of the Hartford Hardware Association.

Hartford, Conn.

A Madrid cablegram states on the authority of a Spanish newspaper that the last two descendants of Christopher Columbus are now loaded with chains and are imprisoned in a foul dungeon at Cadiz. There seems to be a sort of hereditary as well as historic fitness in the fact that the last descendants of the discoverer of America should be thus closing their lives, while the feeble survival of the once powerful Spanish empire is hastening toward bankruptcy in a vain effort to retain one small island out of its former vast possessions in the Western hemisphere. After discovering the new world Columbus was seized by the Spaniards and thrown into prison where he died an inglorious death wearing the galling chains of Spanish gratitude.—*Stoves and Hardware Reporter.*

It is stated that for the year just ended the total output of Singer sewing-machine needles at the Kilbowie factory exceeded all previous records. It reached the enormous total of 35½ millions, weighing 16 tons 12 cwt. If placed end to end the need es would extend to several hundred miles.—*Ironmongery.*

Hot air is a good conductor of electricity, but an electrified body placed near a flame soon loses its power of attraction.

Miscellaneous Associations.

There are, of course, a large number of Associations of a general character which are identified with the Hardware trade, but they are not sufficiently so to bring them within the scope of the present Association number; or are so nearly allied to business combinations, that they do not go under the head of Associations which are created and held together by ties of a social nature. Among these may be mentioned the Merchants' Association of New York; National Association of Manufacturers; the Commercial Travelers' Home Association; the various bicycle organizations which have given the expositions at Madison Square Garden, from year to year; the Sportsmans' Exposition, whose annual events at the Garden are also regarded as among the events of the year; the union of Vapor Stove men, and other stove Associations, etc., etc. These organizations are all important in their way, and valuable adjuncts to the trade, but as we said above, do not come under the purpose of the present number, and therefore a detailed mention of the same would not be fitting to the occasion.

Decision in Favor of R. Heinisch's Sons Co.

R. Heinisch's Sons Co., Newark, N. J., announce that in their suit against Hermann Boker & Co , of New York City, to restrain them from the use of their trade mark on shears, a decision has been rendered in the United States Circuit Court for the Southern district of New York in favor of the plaintiffs. The decision declares that "the complainant is entitled to an accounting, and to an injunction restraining the use of names 'Heinisch' or H. C. 'Heinisch' on its shears, labels, postal cards, and otherwise in any way, which will interfere with complainant's enjoyment of the benefits of its trade-name." R. Heinisch's Sons Co. add that in view of this decision, "We would respectfully state our firm determination to protect all our rights in the premises. All persons found selling shears bearing any imitation of our trade-name will be held strictly accountable for their acts."

The Heavy Hardware Jobbers' Association.

This is a Hardware Association which has been described as "purely a mutual affair," and therefore one in which the public has but little interest. Annual meetings are held each year, where subjects of interest to the dealers in heavy Hardware are discussed. The present officers are: President, W. B. Dean, St. Paul, Minn ; first vice-president, Robert Donahue, Burlington, Iowa; second vicedent, Gaius Paddock, St. Louis, Mo.; third vice-president, F. K. Maus, Chicago, Ill.; secretary and treasurer, W. C. Brown, Chicago, Ill.

Following a discussion which recently arose in Kanturk in trade circles as to the length of time it would take to make two sets of horseshoes, Mr. William D. Buckley, a local ironworker, made a wager for £5 that he would make the required sets inside of 25 minutes. The wager was accepted, the conditions being that the iron used should be 1⅛ inch ⅝ inch horseshoeing iron, each shoe to be fully furrowed, punctured, and finished to the satisfaction of the judges, two well-known blacksmiths. As the result of the test the two sets were satisfactorily completed in 23 minutes 36 seconds, Mr. Buckley winning the wager amid great applause.—*Ironmongers' Chronicle.*

Steel which has rusted can be cleaned by brushing with a paste compound of one-half ounce of cyanide potassium one-half ounce castile soap, one ounce whiting, and water sufficient to form a paste. The steel should first be washed with a solution of one half ounce cyanide potassium in two ounces water.—*Industrial World.*

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THEY BELIEVE IN ASSOCIATIONS.

A brief note was sent by *Hardware*, after the announcement of our Hardware Association Special Number of April 10th, to a number of leading Hardwaremen of the country, in which was contained this question: "Do you believe in Hardware Associations, and, if so, Why?"

These gentlemen were asked to state, within a very few words, the reason for such faith as they might have within them, concerning the good work being done by the Associations within the trade. The responses have been many, and, without exception, are favorable to the creation and continuation of these great organizations. We take pleasure in reproducing the same herewith:

John H. Robbins, Baldwin, Robbins & Co., Boston, Mass.: I am a firm believer in Hardware Associations which, in my opinion, not only afford an opportunity for better acquaintance with your competitors, but prove a healthy stimulus by personal contact. Many agreeable friendships are formed, ideas interchanged, and views which heretofore may have been considered conservative, are materially broadened.

Theodore D. Buhl, Buhl Sons & Co., Detroit, Mich.: You ask me if I believe in Hardware Associations. I do. You also ask why. Because they broaden a man to associate with other men in business. He gains information, which makes him a better merchant and fairer competitor. He finds out others in trade are aiming for the same ends he is striving for, and are really not such bad fellows as he had thought them to be. It inspires new energy, life, vigor and knowledge to prosecute his own business.

Wm. Quincy Wales, Brown & Wales, Boston, Mass.: Answering yours, I would reply as follows:

"Do I believe in Hardware Associations?" Yes, I do, because I think that success in business is much more surely obtained by united action along certain lines than by sharp and unreasonable competition, which does no one good and often causes much ill feeling. I would rather have a competitor with whom I am on good terms socially, than one who looks upon me as an enemy. Life is too short to spend any portion of it, if it can be avoided, in doing business without profit because a man thinks his brother merchant is trying to drive him out of business by selling below a fair margin over cost.

R. R. Williams, Hardware editor *The Iron Age*, New York: The matter of Hardware organization is, as you know, one to which *The Iron Age* has given special attention from the inception of the movement, which within a few years has assumed a new significance from the identification with it of the retail trade. Jobbers have long been well represented by their several associations, and it is now desirable that the retail trade generally, who have much to gain from concerted action, should organize for the protection and advancement of their interests. Retail Hardware associations should be formed without delay in every State, and as soon as possible a national association representing the interests of retail Hardware merchants throughout the country.

H. H. Bishop, McIntosh-Huntington Co., Cleveland, Ohio: I believe in associations amongst competitors, whether manufacturers, wholesalers or retailers, because the effect is to produce harmonious feeling, better acquaintance, improved business methods and general good fellowship which are impossible without.

Henry R. Towne, president Yale & Towne Mfg. Co., New York: We believe in Hardware associations because they benefit the Hardware trade. Anything which broadly benefits the trade, tends ultimately to benefit the manufacturer. Unregulated competition has become increasingly detrimental and, unless checked, tends to the ultimate elimination of profits. In many lines of trade a harmonious adjustment of interests previously opposed, has superseded the former competitive conditions which had operated to render business unprofitable. Experience has shown that these later methods can successfully be utilized in the Hardware trade, and we predict their extension, both in jobbing and retail lines. Where wisely organized they have our cordial support.

E. C. Miller, Magnolia Metal Co., New York: Disraeli once said that "the man who is best posted in any given department of life is best prepared for success in it." This will illustrate the advantage to Hardwaremen of having membership in Hardware associations.

Olney Arnold II, American Screw Co,, Providence, R. I.: Permit me to congratulate *Hardware* upon the completion of eight successful years, giving the promise of equal good work for itself and the trade in the future. My personal experience in connection with Hardware associations has been slight, mainly devoted to accepting their hospitalities upon feast days. I believe, however, in trade and industrial associations upon the general ground that in more or less frequent communication with competitors, lies the ability to take a liberal view of business affairs.

Griff D. Palmer, Weaver, Palmer & Richmond, Rochester, N. Y.: It is with genuine pleasure that I notice you intend publishing on your anniversary day a Hardware association number. I am a thorough believer in Hardware associations, having the honor of belonging to one of the oldest now in existence. We have demonstrated in our New York State Hardware Jobbers' Association that it is possible, while we still remain competitors and rivals in the sense, to be warm personal friends. The socialties in our association are certainly worth as much to us as some fat bank accounts. We have never tried in our association to regulate prices or make any arbitrary rules. We have tried to build up, and have succeeded, a thorough, mutual good understanding and good hearty fellowship in our membership.

John Bindley, Bindley Hardware Co., Pittsburg, Pa.: Do you believe in Hardware Associations?

I believe in Hardware Associations, if formed from proper motives, and conducted in true fraternal spirit. They of necessity must be productive of good results to the trade.

Why?

The present advanced business conditions have demonstrated that old methods and exclusiveness produce the inevitable result of failure. Associations should not eliminate but regulate competition. In this day business competition without regulation means annihilation, thus the association regulates, controls and becomes the channel through which all well conducted establishments may be successful.

R. W. Shapleigh, A. F. Shapleigh Hardware Co., St. Louis, Mo.: You ask me to tell you why I believe in Hardware Associations. Briefly, because I think the time has arrived in the conduct of the jobbing Hardware business when the jobbers should understand that their prosperity

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depends on their working together, not so much in the matter of prices on goods, as in the general conduct of their business, and the elimination of many pernicious practices that have generally crept into it; this can only be accomplished by the interchanging of ideas by dealers from different sections of the country, and the adoption of improved and higher standards of business methods. This can only be brought about by getting together, knowing each other personally, and all striving together for an improvement in aims and methods.

J. A. Warner, Wyeth Hardware & Mfg. Co., St. Joseph, Mo.: To one who has attended the meetings of the National Hardware Association, and also been identified with a local organization for several years, your question "Do we believe in Hardware Associations?" would seem superfluous. I take it that you do not expect a long article on the subject from any one person, and as the matter will probably be considered in all its different aspects in the replies which you will receive, I shall only refer to one phase of it. I believe in Hardware Associations because they make friends of competition in business. What this means can probably be better appreciated by those who are fortunate enough to belong to a local organization, for it is in such organizations that the benefits are most apparent. If the discussion of this subject through the medium of your valued paper will result in the formation of new associations, both of jobber and retailer, you will deserve much credit.

J. W. Black, Burhans & Black Co., Syracuse, N.Y.: In reply to your question, "Do you believe in Hardware Associations, and why?" I believe in them, for the reason that they do much good. I have never attended an Association meeting that I did not learn something. No matter how bright a man may be, there are others who know more on some particular subject than himself. There are many discussions of interest which are advantageous to every member. They make people broad-minded; they keep them from getting into a rut. They obliterate many existing evils in business methods. "In union there is strength." There are advantages too numerous to mention.

A. B. Palmer, Palmer Hardware Co., Savannah, Ga; Do I believe in Hardware Associations? Most emphatically: Yes. Why? Because in union there is strength. Because of the fraternal feeling that is bound to exist among the members at least once a year, if not all the year. Because of the opportunity to obtain new ideas and methods of business. Because they are the means of your meeting with your competitors socially, and of finding out that they are just as good fellows as you are, *and lots smarter* than you thought yourself to be!

John Stollberg, Stollberg & Clapp Co., Toledo, Ohio: "Do I believe in Hardware Associations?" I emphatically say: Yes. The reasons for this are manifold. In the first place, the simple fact of meeting your competitor (or at least one whom you supposed was your competitor), and after meeting, becomes a friend of yours and your ally. Second: The old saying "That in unity there is strength" is always a great factor in Associations. Third: Hardware Associations can be used to good advantage in doing away with abuses in trade. Fourth: The meeting of at least once a year of Hardware Associations both National and State, give chances to learn how other people than yourself are doing business, and is a very good school for advanced ideas. There are a great many more reasons why I believe in Hardware Associations, but not wishing to make too long a plea for them, I close by advising all, both jobbers and dealers, to meet frequently with one another.

Logan-Gregg Hardware Co., Pittsburg, Pa.: Yes, we do believe in Hardware Associations, and show our faith by our works, as we belong to the local and general jobbers' Association. Associations broaden ideas; soften asperities toward our competitors; afford opportunity to speak as a body to the parties from whom we buy, and to correct bad practices which grow up among the members. Well managed, they are very useful; badly managed, they are useless.

D. G. Fones, Fones Bros. Hardware Co., Little Rock, Ark.: We believe in Hardware Associations both national and local. As it is, through the mingling of the members of these associations, much good is accomplished, and many little differences that would come up between jobbers in the same section, are smoothed away, and the personal acquaintance of the jobbers is not only to the advantage of themselves, but also to their trade. We do not approve of the association for the purpose of combination of prices between jobbers, nor to force manufacturers to sell their goods for less than value, but as stated above, we believe that these associations are to the mutual benefit and advantage of the manufacturer, jobber, retailer and consumer. Organizations of this character will accomplish results that are benefical to every one in the Hardware trade. My policy is to continue them.

H. C. Marshall, Marshall-Wells Hardware Co., Duluth, Minn.: We believe in Hardware Associations for the following reasons: Fancied wrongs, misrepresentations and misunderstandings are more easily adjusted through such a medium. We learn that there are two sides to every question. Five minutes of consultation will often accomplish more than a lengthy correspondence. A disposition to respect the opinion and welfare of others is developed. We learn that our competitors have the same desire for the common good, and are willing to meet us half way in adjusting the differences that arise where competition exists.

D A. Dangler, Dangler Stove & Mfg. Co., Cleveland, Ohio: Yours of the 28th just received, in which you ask me whether I believe in Hardware Associations. I am a strong believer in such associations. From an experience of fifteen years in a Vapor Stove Manufacturers' Association, I have learned to appreciate the value of such organizations, in bringing the different elements into one harmonious whole. The result of my experience has clearly demonstrated the inestimable value of the representatives of the various branches of manufactures or mercantile enterprises to form associations or organizations in their various branches, as it tends to broaden our ideas in business and business methods; and at the same time tends to develop a higher appreciation of each other. There is power and force in harmony and union, which such organizations promote.

J. Robert Rainey, Tabb & Jenkins Hardware Co., Baltimore, Md.: Any movement having for its object the betterment of existing conditions is to be commended. Whether that movement be moral or social, political or commercial, it should be encouraged. Coeval with the fall of man, came the knowledge of evil, and with that knowledge he received the curative property of resistance. Into the Hardware trade have crept evils, external and internal—germs caught from without and generated from within—ills acquired and ills hereditary. Slow of growth, they have become so sturdy and deep rooted that ordinary measures can no longer be used to eradicate them. Champions in different sections sought by individual efforts to overcome these evils, and failed. Now banded into associations, local and national, they seek by concerted action to bring forth good results. Much good has already been accomplished and yet much more remains to be done. As long as these organizations keep true to the cause that called them into being, they will be a power for good. Working in harmony, rivals in trade meet on a common ground of mutual interest. They learn to know one another as never before; selfishness melts in the crucible of

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fraternity. That they may continue to prosper under wise leadership is our sincere wish.

Samuel A. Bigelow, Bigelow & Dowse Co., Boston, Mass.: *Do* I believe in Hardware Associations? Indeed, I do, and most heartily. My belief is based on organization and association as being absolutely necessary to a successful conduct of any branch of trade. Merchants in every line need to be organized; not only locally, but they should have national associations. National associations seould combine and establish a Central National Association, to have its headquarters at the national Capital. Its duty should be to fight for the rights of the merchants of the whole country, until they receive proper recognition, which their enormous interests and capital should command.

T. G. Walther, C. W. Hackett Hardware Co., St. Paul, Minn.: "Why should all Hardware dealers join an association?" is a question often asked, and the answer is easy. Because they will gain by it, both in money and wisdom. By coming in contact with their neighbors, competitors and others in the same line of business, they cannot but gain by getting ideas, and give by telling some of their own. Surely, the man who has ever attended a gathering of dealers in the Hardware line, must be dense indeed if he does not come away from such a meeting with his head full of valuable and practical ideas.

W. H. Kalbach, Huber & Kalbach Co., Oskaloosa, Iowa: You ask me, "Do I believe in Hardware associations, and why?" In reply would say that I am a firm believer in Hardware associations, and my reason: I have watched the direct good results from them. No one can interest himself in these associations in good faith, without being benefited by them, and coming in contact with good, live business men, who, as a rule, are members, thereby gaining information and new ideas that are sure to be a benefit to him in business.

L. C. Empkie, Empkie-Shugart Co., Council Bluffs, Iowa: I heartily approve of Hardware associations, as, to my mind, they are and have been a great promoter for good, and are doing much to establish good fellowship among the trade, by giving an opportunity for its members to mingle with each other. This feature ought to be encouraged.

James D. Foot, Kearney & Foot Co., New York: Your communication in *Hardware* of the 10th inst., comes at an opportune time, and should command the interest not only of the Hardware merchants, connected with the various Hardware Associations, but is also of interest to manufacturers, distributing goods to the Hardware trade. Hardware associations not only cement the trade in bonds of mutual interest, but through their meetings and as a result of them, bring the trade in closer and more harmonious touch with the manufacturers. Results already obtained will fully warrant the above statement.

George E. King, King Hardware Co., Atlanta, Ga.: Yes, I am very much in favor of Hardware Associations, because they promote good feelings, and very often prevent misunderstandings that might keep competitors far apart, and, as a matter of fact, beyond al things, competitors should be friends. Further, one hundred large firms by acting in concert in any one direction, can do much more to dispel trade abuses, than if the jobbers were to undertake it single-handed.

Edward W. Morley, Morley Bros., Saginaw, Mich.: We believe in Hardware Associations for the following reasons: We would first say, that we do not believe in associations making or agreeing on prices, but we do think that meeting together and talking over the best ways to conduct business, produce good results for all. The most important thing, we think, is for the association to let all the members know that it costs something to do business, and that these fixed charges must be met before any profit can be seen, and when every merchant is fully impressed with the fact that it costs money to do business, one great step is taken towards successful results. We have been surprised at a number of meetings of Hardware Associations, that there were so many members who did not know what it cost to do business, but after they got that information, they marked their goods accordingly, and became more successful. A Hardware Association that shows its members the per cent. on the sales that it costs to do business, solves a great problem, for when a merchant knows what per cent. it costs on his sales, to do business he knows on every transaction he enters into just how much he makes or loses. If every merchant knew the per cent. it costs on his sales to do business, there would be less cutting, and competition would grow less. We think the great trouble is that too many merchants do not know what it costs them to do business, but a number of Hardware Associations, of which we have been members, have done good work in showing the members what it costs to do business, and other wholesome business methods. To conclude: We believe that the more Hardware Associations we have in the country, the more friendly the relations will be among all dealers, the greater the improvement in business methods that are established, and that each member will find that his brother member is not as bad an individual as he imagined, before meeting together from time to time.

W. E. Gibbins, Woodruff Hardware Co., Knoxville, Tenn.: We are advocates of Hardware Associations and are members of both the Southern and the National. Some member of our firm attends all the annual meetings, as the full benefit cannot be obtained unless this is done. Some of our reasons for belonging to these Associations are as follows: At the annual meetings we come in contact, and get acquainted, with the individuals in our line of trade from all sections of the country; these acquaintances often ripen into friendship, and have a good effect on competition between members who operate in the same territory, and an interchange of business methods teaches valuable lessons, and we adopt many of them in our business with great benefit and profit. We could give many more reasons if space would allow.

Geo. A. Braun, Bostwick-Braun Co., Toledo, Ohio: You ask me the question, "Do I believe in Hardware Associations—and why?" My reply is: I certainly do, for the reason that by meeting a competitor—let him be a retailer or jobber—one soon learns that, as a rule, he is not the meanest man on earth, and by exchanging ideas, the nearer correct methods of doing business are reached; and if members of Hardware Associations are honorable and sincere in their work, and ready to extend a reasonable amount of confidence in each other, many abuses in trade and unreasonable competition can be eradicated.

H. L. Kennedy, Syracuse Hardware & Iron Co., Syracuse, N. Y.: That the meeting together and organizing of individuals engaged in the same lines of trade is advantageous and beneficial, is best answered in the growing strength and number of Hardware Associations, all of which are of comparatively recent creation. The kindly spirit exercised one toward another, the confidence instilled, and the solving of vexatious problems for mutual benefit, are fruits that speak for themselves.

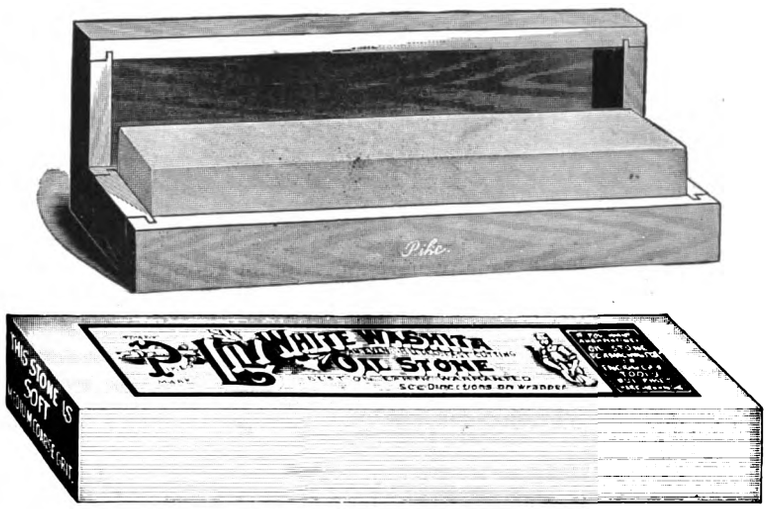
There are business men who think if they can get an advertisement inserted in a journal which takes them at any price, they have scored a point in economy. Experience will show them their folly, and then, perhaps, they may be glad to expend a little more with another journal, so as to have their announcements properly brought before the classes they wish to reach.—*Ironmongery.*

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A DULL TOOL IS USELESS!

A Poor Whetstone may make it worse, may ruin it!

MORAL—Use care in selecting and recommending Whetstones.



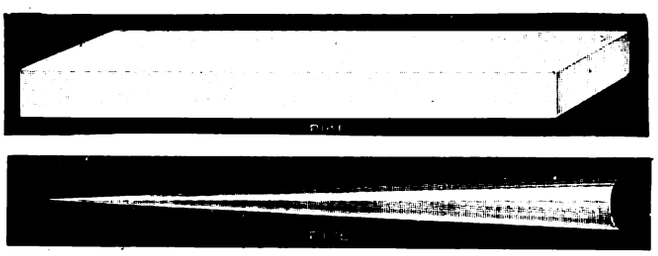
PIKE'S LILY WHITE WASHITA OILSTONE

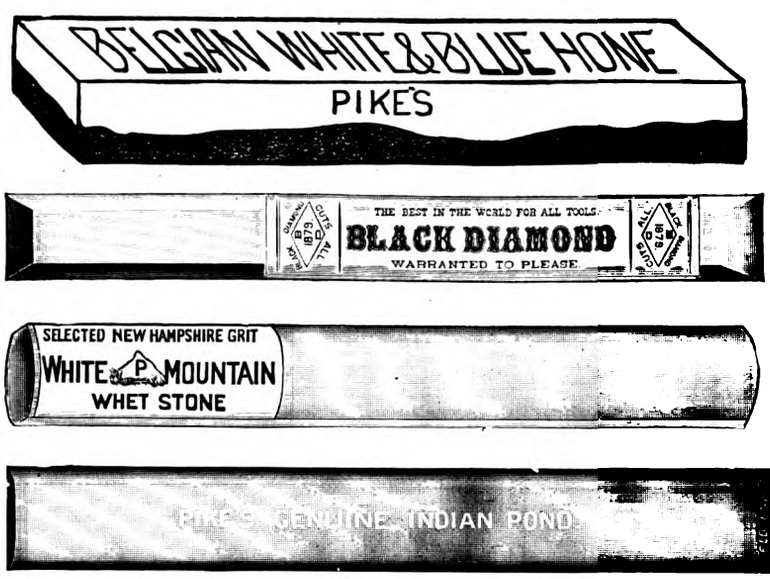
Is the choice of the best mechanics the world over for carpenters' and similar tools. It has no rival. Made in bench stones, in round edge beveled slips, and mounted in polished wood boxes. **Every stone warranted.**

PIKE'S

Genuine Arkansas Oilstone

Cannot be equaled for tools requiring a very fine edge, such as used by Engravers, Jewelers, Machinists, Cutlers, Etc.





PIKE'S

Imported Belgian Razor Hones and German Water Hones

Are from the best quarries in Europe. The most uniform in quality.

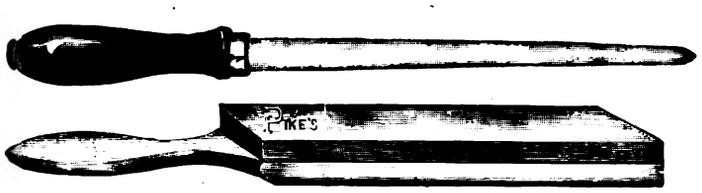
PIKE'S

Black Diamond, White Mountain & Indian Pond SCYTHESTONES

Are the World's Scythe Sharpeners. Won't Glaze—Don't Break—Do Sell.

Pike's Natural Grit Carving Knife Hone,
A boon to all wielders of the carving knife

Pike's Quick Edge Pocket Knife Hone,
A great little sharpener for pocket knives, ink erasers, scissors etc



Send for 64 page Illustrated Catalogue and Desk-stone Paperweight Free

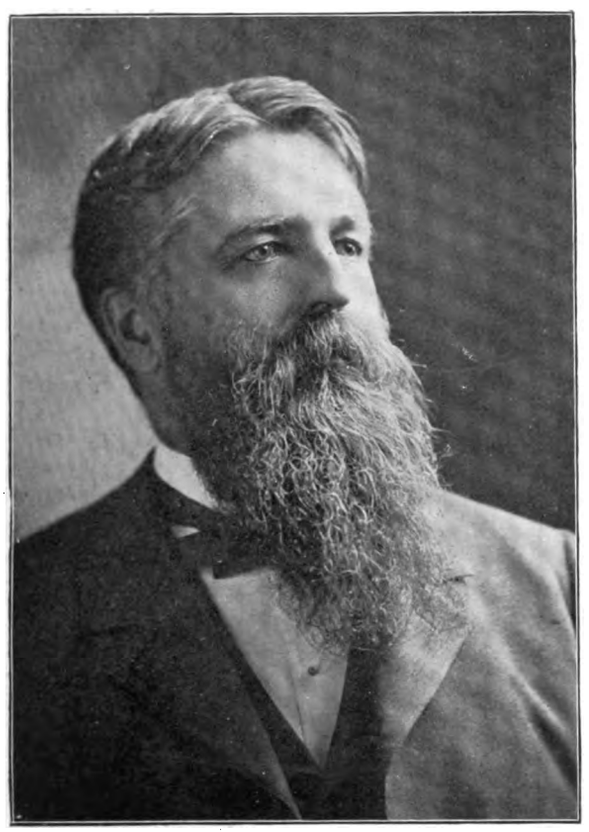
THE PIKE MFG. CO., Pike Station, N. H.

151 CHAMBERS STREET, NEW YORK.

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THE MANUFACTURE OF WHETSTONES

The word "Whetstone" is applied in its broadest sense to any stone used for abrading or sharpening purposes It occurs once, at least, in the Bible, and quite frequently in ancient histories. Among the discoveries of crude tools and implements used by pre-historic races, even back to the Cave men, have been occasional pieces of stone that



E. B. PIKE, PREST. PIKE MFG. CO.

evidently were used for sharpening implements of metal, bone and stone.

The vast increase in the variety of edge tools, both for hand and machine use, attendant upon the wonderful industrial progress of the last century, has made necessary the production of sharpening stones in many shapes and sizes, and of many varieties of texture or "grit."

In Europe quite largely, and to a limited extent in this country, the manufacture of artificial stones from crushed emery, quartz sand and siliceous deposits has been carried on for some time; but although stones of some abrasive properties can be produced in this manner at less cost than those manufactured from the natural rock, they never have been, and never can be, as satisfactory or efficient as natural stones of suitable grit. The reason for this is readily apparent when it is understood that the sharpening qualities of a whetstone are due entirely to the sharp points or "facets" of its crystals, and the openness and uniformity of the minute pores between these crystals. In the artificial stone, which is made from a powdered material, moulded and shaped by great pressure, these crystal points are broken, and the pores filled up with glue or other "binding" material, so that after little usage the so-called stone becomes glazed and is practically useless.

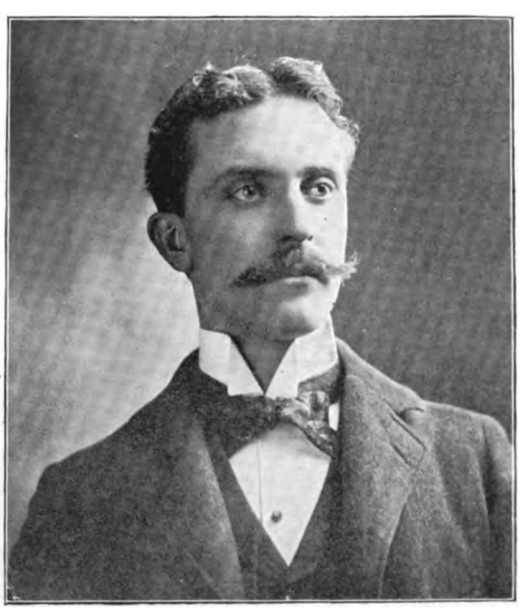
In the early days of the present century (about 1815) the first American-made whetstones were quarried in the town of Cummington, Hampshire County, Massachusetts, famous as the birth-place of one of America's greatest poets.

These stones were used for "whetting" scythes, and were taken from a vein, or lead, of mica-schistose sand stone, which can be traced in a south-westerly direction from northern Vermont to the southern part of Connecticut. A few years later an outcropping of this same lead was discovered in Grafton County, New Hampshire. The quality of the stone at this point was even better for scythe stones than that in Massachusetts, being a little sharper in grit, and freer from flint, iron and other foreign substance. The first quarry opened was located on the shore of a small lake known as "Indian Pond," and when Isaac Pike began manufacturing this rock into scythestones in 1823, he called them Indian Pond scythe stones. A little later he painted the ends of his stone red to distinguish them from imitations (labels being unknown in those days), and from that day to this the stones from this famous quarry, or rather chain of quarries, have been known as Pike's Indian Pond Red Ends.

In this manner was founded the business of the Pike Mfg. Co., of Pike Station, N. H., and New York City, recognized to-day as the largest manufacturer in the world of sharpening stones exclusively.

The direct successor to Isaac Pike, upon his death in 1860, was his second son, Alonzo F. Pike, who was joined in later years by the youngest son, Edwin B. Pike, president of the present company. In 1882, Alonzo F. Pike was succeeded by the A. F. Pike Mfg. Co., with A. F. Pike, president; E. B. Pike, vice president, and Isaac Pike, Jr., treasurer. This company, in turn, was succeeded in 1889 by the Pike Mfg. Co,, the present officers of which are: E. B. Pike, president; James Nicholl, vice president, and E. Bertram Pike, treasurer, the latter representing the third generation of the family in this business.

The Pike Mfg. Co. are operating quarries and factories in various parts of the United States, the principal ones be-



E. BERTRAM PIKE, TREASURER.

ing in Orleans County, Vermont, where the celebrated Black Diamond, Lamoille and Green Mountain scythestones are turned out; Pike Station, Grafton County, New Hampshire, the home of the widely-known Indian Pond and White Mountain scythestones, and Hot Springs, Garland County, Arkansas, where, in the spurs of the Ozark

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Mountains, a deposit of Novaculite is found from which are made the two chief oilstones of the world, the Washita and the Arkansas. This oilstone rock is shipped mostly in the rough to a factory operated by the Pike Mfg. Co., at Manlius, Onondaga County, New York, this being a central point for distribution of the finished goods. Two years ago the company built an oilstone factory in the city of Hot Springs, and eventually, when railroad facilities are greater, will doubtless manufacture a larger portion of the output at that point.

The Washita and Arkansas stones were first put on the market some 55 years ago. The Arkansas and Washita stones are similar in composition, both being about 99 per cent. pure silica, but the Arkansas is many times harder, its crystals much smaller, and the edge it imparts much finer. It is nearly 18 times as hard as marble, and will cut the very hardest steel. The Washita stone is much softer and coarser, and is adapted best to sharpening wood working tools, such as are used by carpenters and joiners. It has entirely supplanted the Turkey stone in America, and is fast taking its place in Europe and other countries.

Although there are numerous outcroppings, or indications, of this Novaculite lead in the Ozark Mountains, yet there have been very few actual quarries or deposits of good rock discovered in the last 30 years.

It is the general impression among those without practical experience in the business that to manufacture Washita and Arkansas oilstones it is only necessary to procure rock anywhere on these leads similar in appearance to the genuine oilstone rock, and finish it up into the desired shapes. This has been attempted by many different parties during the past thirty years, and though resulting invariably in failure, sooner or later, yet it has done considerable injury to the reputation of these unrivalled oilstones. Only men of long experience in the quarrying are qualified to select the rock, and only the manufacturer who has made careful study of the requirements of the edge tool trade can determine the grade or quality best suited to various purposes. The Pike Co. first took up the manufacture of these oilstones in 1882, and after a few years of rather expensive experience in learning the truth of the above statements, became convinced that to make a success of this branch of the business they must have the product of the best quarries, and only the men most skilled in handling and selecting the finished stone. It took much time and expense to accomplish this, but, to persevere is to achieve success, and for some years now their selected brands of Arkansas and Washita have been recognized the world over as the standard oilstones for their respective purposes.

In Orleans, Orange County, Indiana, the Pike Mfg. Co. have a warehouse for the handling of the fine grained Sandstone, quarried in the surrounding district. This stone is of two grades, commercially known as Hindostan and Shoemakers' Sandstone. The Hindostan is the finer, and adapted for putting a quick edge on wood workers' tools. It can be used with oil or water, owing to its free, soft grit.

In addition to the mills, warehouses and quarries at different points, the Pike Mfg. Co. have a store at No. 151 Chambers Street, New York, where they carry a large stock of all the goods manufactured by them, for the convenience of local and export trade. They also carry at this store the largest line in America of imported Razor Hones and Emery Stones. The principal razor hones are imported direct by them from the leading quarries in Belgium.

The striker who quits a job and prevents another man who needs money from taking the job is as criminal as a highway robber. Taking money away from a man who has it, and preventing a man from earning money when he must have it, are crimes of about equal proportion.

Recent Trade Publications.

The Standard Tool Co., Cleveland, have issued a "Greeting" for 1898, which they announce is "devoted to progress in time and tools." They add: "This little manual is sent to you in the confident hope that it will give you some useful information on mechanics and tools that is absolutely necessary and up to date." The little phamplet not only carries out this promise, but throws in gratuitously a blank page for memoranda, alternating with each printed sheet, so that it combines a catalogue, a hand-book of information, and memorandum book all in one. Their lines of goods are illustrated and described, with tables devoted to tap drills, twist drills, gauges in decimals, twist drill grinding gauge and chart, speed of drills, etc. It contains, in addition, a calendar for each month in the year, information as to weights, measures, etc. It carries out in full the quotation upon the second page: "Let us have facts, real, certain, unmistakable facts; there can be no science without them." They have also issued an attractive leaflet of eight pages, illustrating in full their line of electrically welded bicycle tires. Either of these will be sent on application.

Goodell Bros. Co., Greenfield, Mass., have published an illustrated price list of mechanics' tools and specialties manufactured by them. This covers their full line of screw-drivers, drills, tool sets, braces, chucks, polishing heads, saw-blades, last cutters, nail pullers, etc. In a note of introduction they say: "In greeting you with our catalogue No. 3, we wish to thank our many friends for their generous appreciation of our last addition, the demand for which exceeded our expectations to such an extent that we find ourselves obliged to bring out this one several months earlier than we anticipated. We have added a number of new tools and devices, which we are pleased to bring to your notice, with the assurance that they will hold up their ends of the reputation which has accrued to our Automatic Screw Drivers and Drills. We have aimed at concise descriptions, have eliminated all testimonals, and have devoted generous space to large and well defined cuts, all of which we trust will merit your approval."

Brown & Wales, Nos. 69–83 Purchase Street, Boston, have sent us a catalogue illustrating and describing their lines of goods, covering bicycle material, iron, steel, heavy Hardware, sheet-iron, tin-plates, etc. It gives a list of their agencies, and much valuable information as to prices, sizes, etc., concerning their various lines of goods.

"Blue Book for Register Trade" is a very handsome publication issued by the Ferrosteel Co., Cleveland, It is printed in colors and gold, and shows in full their line of goods, warm air registers and ventilators, made of Ferrosteel.

J. M. Warren & Co., River Street, Troy, N. Y., have published two catalogues for 1898, one devoted to their bicycle sundries, and the other specially to the Trojan, Mohawk and Special bicycles, which they handle. Both publications are well printed and thoroughly illustrated.

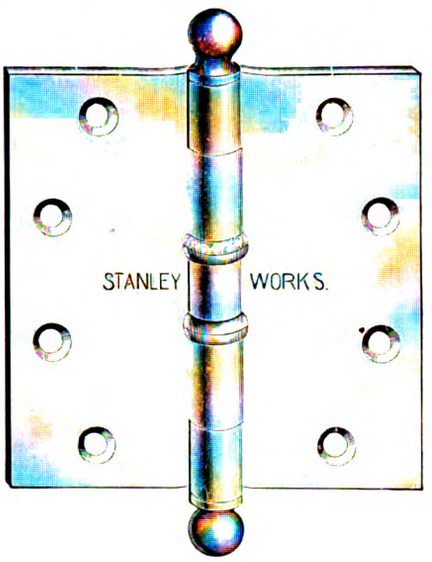
A Bangor "drummer" tried to save a lady from leaping from a rapidly moving train. After he had thrown his arms around her and dragged her back into the car, she recovered from her surprise enough to call him all the names in the feminine vocabulary and explain that she went out on the platform to wave her handkerchief at some friends. The passengers appreciated it all, but the "drummer" didn't seem happy.—*American Druggist.*

If you will notice carefully, you will discover that the prettiest girls wear the smallest hats when they go tandeming.—*The Bicycling World.*

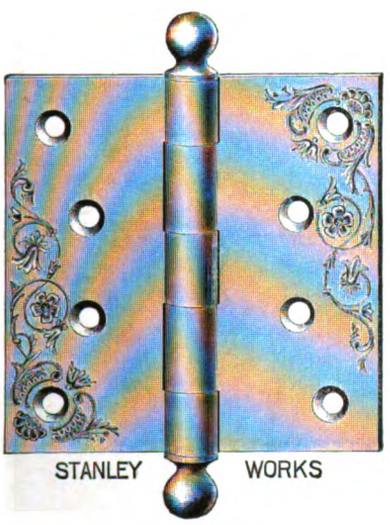
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STANLEY'S STEEL HARDWARE.

STANLEY'S
BALL-BEARING
STEEL BUTTS.

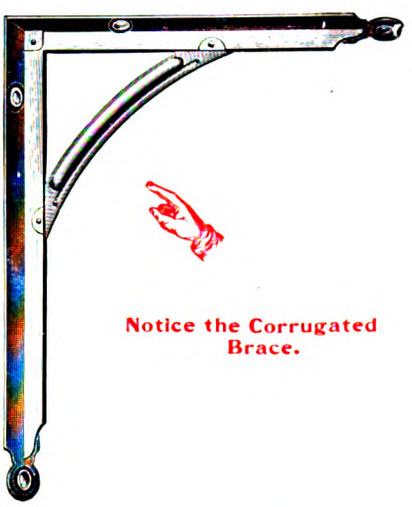


Never wear down.
Never creak.
Never need oiling.

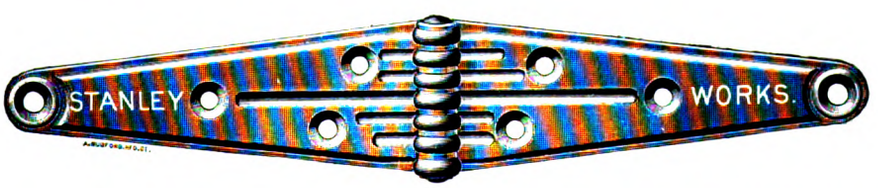


STANLEY'S
ORNAMENTED STEEL BUTTS.
Artistic! Beautifully finished!

Sold
by
Hardware
Dealers
the
World
Over.



STANLEY'S
STEEL SHELF BRACKETS.
Light! Graceful! Very strong!



STANLEY'S CORRUGATED STEEL STRAP AND T HINGES.

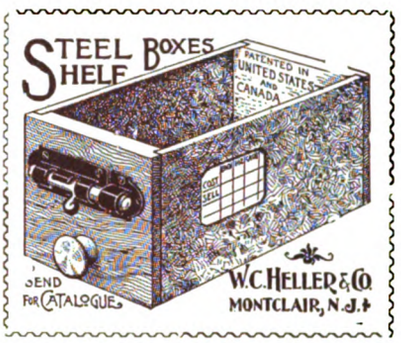
SOLE MAKERS OF ALL THE ABOVE.

THE STANLEY WORKS, NEW BRITAIN, CONN.
79 CHAMBERS STREET, NEW YORK.

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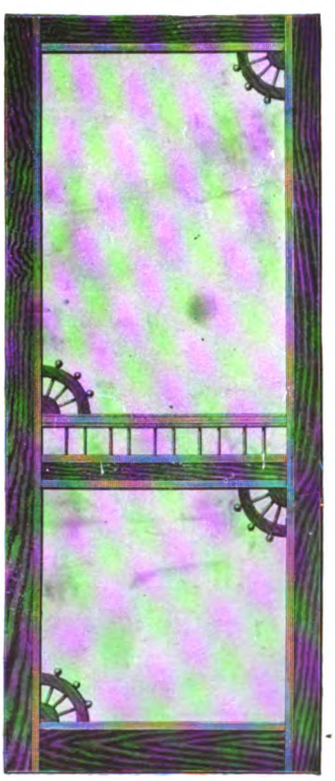
HARDWARE BOXES

THAT GIVE SATISFACTION.



WE MAKE ANY BOX DESIRED, AT NO EXTRA COST.
CAN WE QUOTE YOU OUR PRICES?

W. C. HELLER & CO., Montclair, N. J., U. S. A.

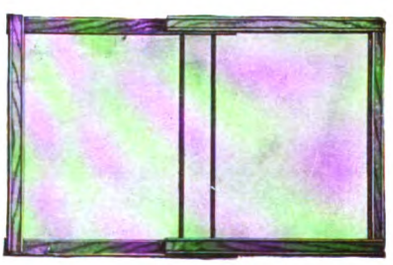


Porter's Window and Door Screens

We Manufacture Every Grade of Door and Window Screens, and Your Own Interests Demand that You Send for Our Catalogue and Obtain Prices on Our Goods.

For Sale by

LEADING JOBBERS.

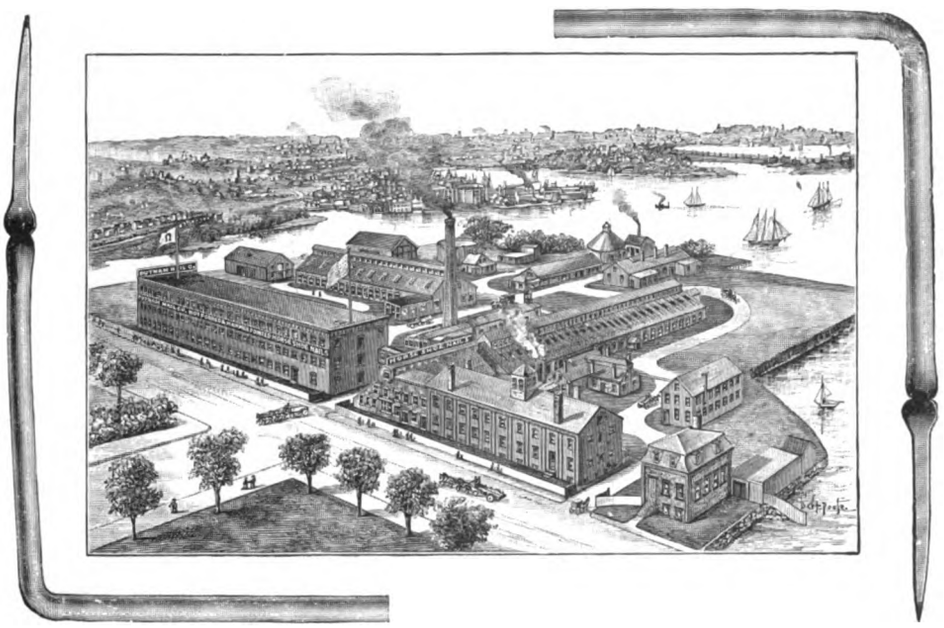


Porter Screen Manufacturing Co.,

BURLINGTON, VT., U. S. A.

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The Enlarged Plant OF THE Putnam Nail Co.



In view of the systematic misrepresentations which are being circulated in regard to our business, we take this time and method of bringing to your attention these facts:

1. We own and operate the largest factory in the world with a production equal to any three in the United States. All the buildings shown in the above cut are exclusively occupied by us in the manufacture of the Putnam Nail.

2. Our sales increased several hundred tons in 1897 and our goods are marketed throughout the world.

3. We still are the only ones who manufacture a hot-forged and hammer-pointed nail without cold rolling and shearing.

4 Swedish iron is still used in the manufacture of the Putnam Nail.

5. The highest award at the Columbian Exposition, ' Supreme Excellence in material, process and quality of finished product " is sustained by the verdict of the millions of horse owners and horse shoers who use the Putnam Nail.

6. Be not misled, by any representations by word of mouth, or by the printing of an old portrait of S. S. Putnam in connection with that of the inventor of another process, into the belief that any other company is associated with us in any way, as S. S. Putnam now deceased, severed his connection with this concern twenty years ago, before our hammer-pointed nail was perfected, and has had nothing whatever to do with our business since.

The long established reputation for superior quality which the Putnam Hot Forged and Hammer Pointed Nail enjoys, renders it an easy seller at present prices, with a good margin to the trade. . . . .

Chicago Office,
235 Lake Street.
San Francisco Office,
14 Drum Street.

PUTNAM NAIL CO.,

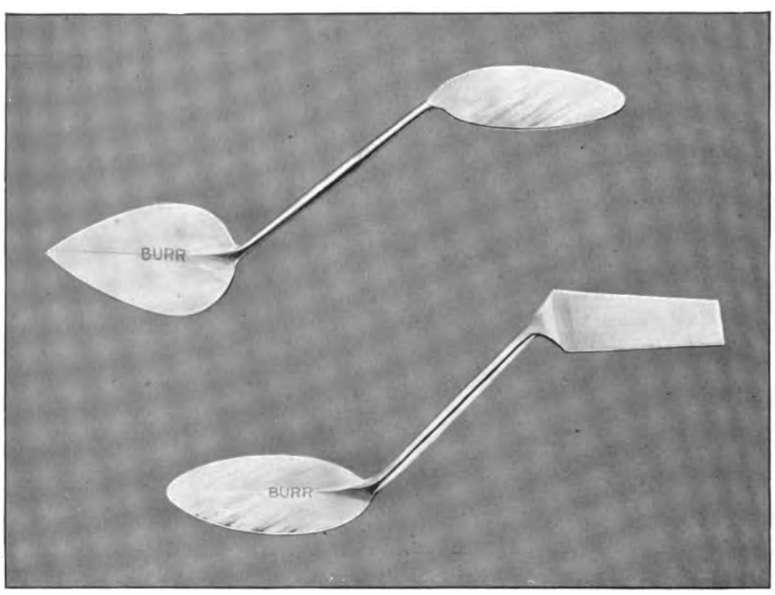
Neponset, Boston, Mass.

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ESTABLISHED 1895. INCORPORATED 1897.

HARDWAREMEN

JUST THINK OF IT!



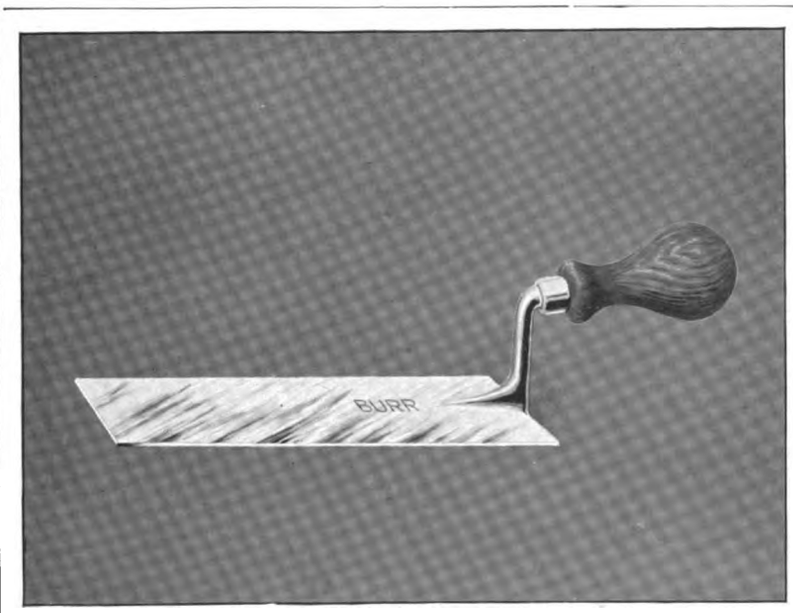
Only three (3) years in business (on Feb'y 1st, 1895, we received our first order), and now

The largest Manufacturers of Molders' Tools in the World.

How did we do it so quickly?

1st. By Manufacturing the Best Molders' Tools ever produced.

2nd, Ink—Printers' Ink. "Enough said!"



The Largest and Handsomest Illustrated Catalogue of

Molders' Tools

ever issued in America, will be ready for distribution in a few days. If you are interested, and not already one of our customers, write at once to——

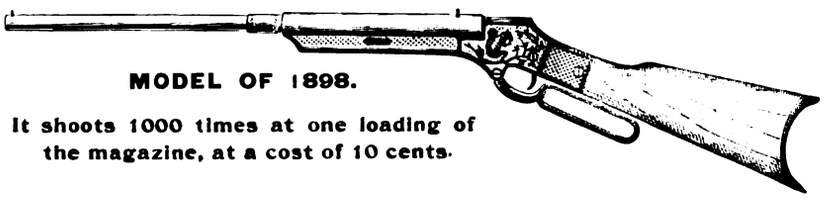
BURR'S DAMASCUS TOOL WORKS,

Largest Manufacturers of Molders' Tools in the World.

66-72 Fort St., E., **Detroit, Mich.**

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COLUMBIAN 1000-SHOT AIR RIFLE

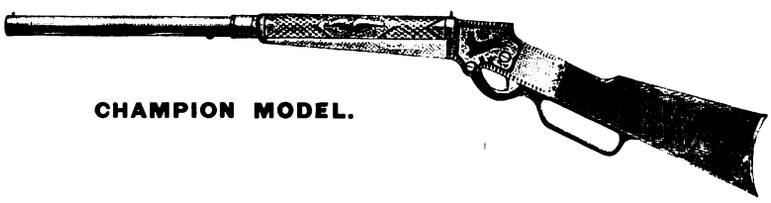


MODEL OF 1898.

It shoots 1000 times at one loading of the magazine, at a cost of 10 cents.

This Air Rifle is a triumph in magazine guns. It holds a thousand BB shot and is most simple in its working. All parts are interchangeable, replaced for a few cents; a new and valuable feature in air guns. It is very accurate and splendid for target shooting Easily put together or taken apart. In style it resembles a regular repeating rifle and is packed in a neat pasteboard case with list of parts and directions. A source of great amusement for men and boys.

List, per dozen, ENAMELED, $30.00.; FULL NICKEL, $42.00.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight, it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. . . . . .

In ordering parts use the same list of numbers as 1898 Model. Also same directions in loading, etc. In ordering parts give Model.

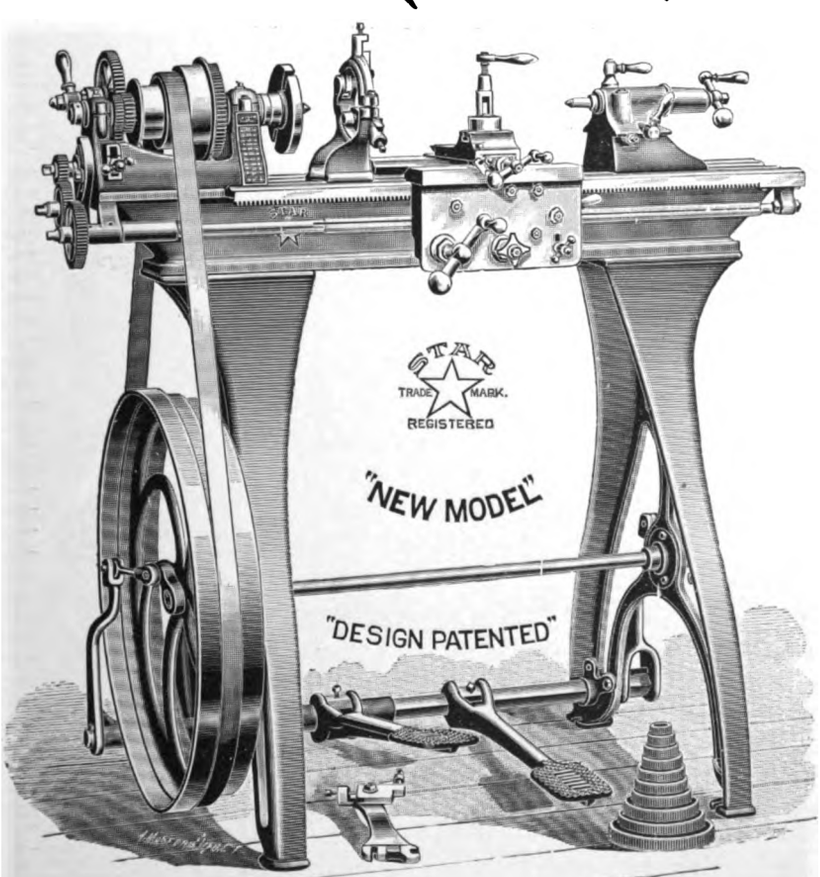
WRITE FOR DISCOUNTS TO THE TRADE.

MANUFACTURED BY

WILLIAM G. SMITH & CO.,

Office and Factory,
1429-31 NORTH 21st STREET,
PHILADELPHIA, PA.

STAR FOOT POWER LATHES



9 and 11 inch swing.

"UP-TO-DATE," COMPLETE SCREW-CUTTING ENGINE LATHES with AUTOMATIC CROSS-FEED, with or without COMPOUND REST, FRICTION-COUNTERSHAFT, Etc.

HEAVY, RIGID, ACCURATE, CORRECT IN DESIGN and HIGHLY FINISHED.

Combining throughout the

Best Material with the Highest Class of Workmanship.

We build these Tools in large quantities, with Special Machinery, and make prices very low, QUALITY considered.

Adapted for *Bicycle, Electrical* and *Accurate Machine Shop Service.*

We think our Catalogue B would repay your investigation. Shall we mail it?

Seneca Falls Mfg. Co.

334 WATER STREET,
SENECA FALLS, N. Y, U. S. A.

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Round Oak ON A STOVE, RANGE OR FURNACE

MEANS STANDARD OF AMERICA.

. . . If you want to sell

The Best Heating Stove,
The Best Cast Range,
The Best Steel Range,
The Best Hot Air Furnace,
The Best Combination Hot Water and Hot Air Furnace . . . .

At prices as low as First-Class goods can be sold,

WRITE

ESTATE OF P. D. BECKWITH,

DOWAGIAC, MICH.

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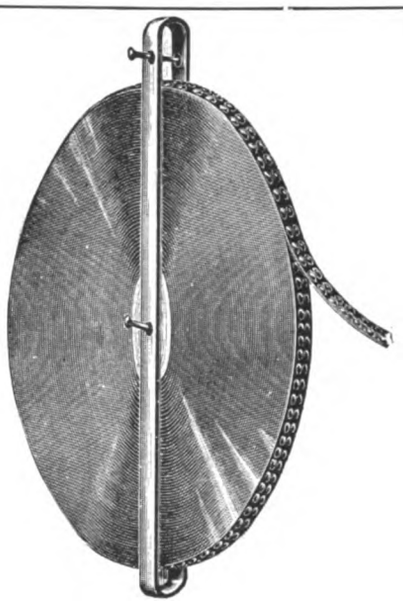
UNITED STATES CIRCUIT COURT

Eastern District of New York.

CARY MANUFACTURING COMPANY,
Complainant

-against-

HUGH DE HAVEN
Defendant
doing business under the name of
the DeHaven Mfg. Co.



EXTRACT FROM FINAL DECREE
of the
UNITED STATES CIRCUIT COURT.

"It is further ADJUDGED, DETERMINED and DECREED "that the said Letters Patent 403,178 are valid and "effectual in the law and lawfully granted and "issued, and that the defendant Hugh DeHaven has "infringed said Letters Patent by the manufacture "and also by the sale of Box Straps made substantial-"ly like the Box Strap described and claimed in said "Letters Patent 403,178, dated May 14th, 1889."

City & County of New York: ss
SPENCER C. CARY, being duly sworn, deposes and says: That the above is a true and correct extract from an Order and Decree on FINAL HEARING

AGAINST HUGH DE HAVEN
doing business under the name of
DE HAVEN MANUFACTURING COMPANY, and others

issued out of and under the seal of the United States Circuit Court, which relates to BOX STRAPPING, as illustrated in cut herewith; and further that the said DeHaven has been ordered to produce his books and make an accounting to the Cary Manufacturing Company of profits and damages for the infringement of said goods. None of the patents owned by the Cary Manufacturing Company have ever been decreed invalid.
Sworn to before me this :
19th day of February, 1898: Spencer C. Cary

Notary Public N.Y.C.

NOTE.

☞ Parties using or selling infringements of these goods are equally liable with the manufacturer. All LEGITIMATE goods put up in this style have the name of the Cary Mfg Co and dates of patents stamped on each reel.

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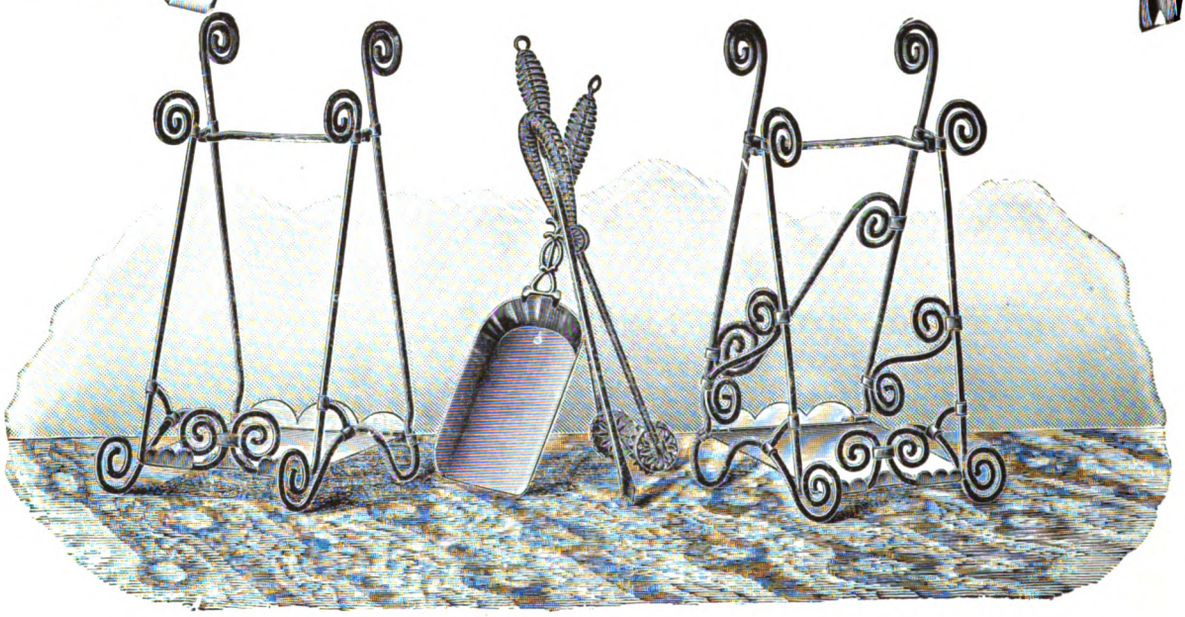
ALASKA



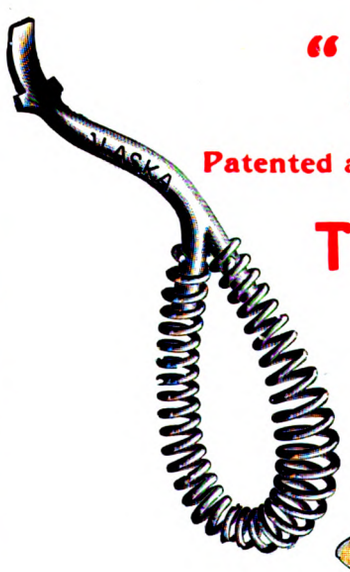




STOVE HARDWARE



"ALWAYS COLD."



Patented and made only by

TROY NICKEL WORKS,

ALBANY, N. Y.



Good Goods are Good Sellers.



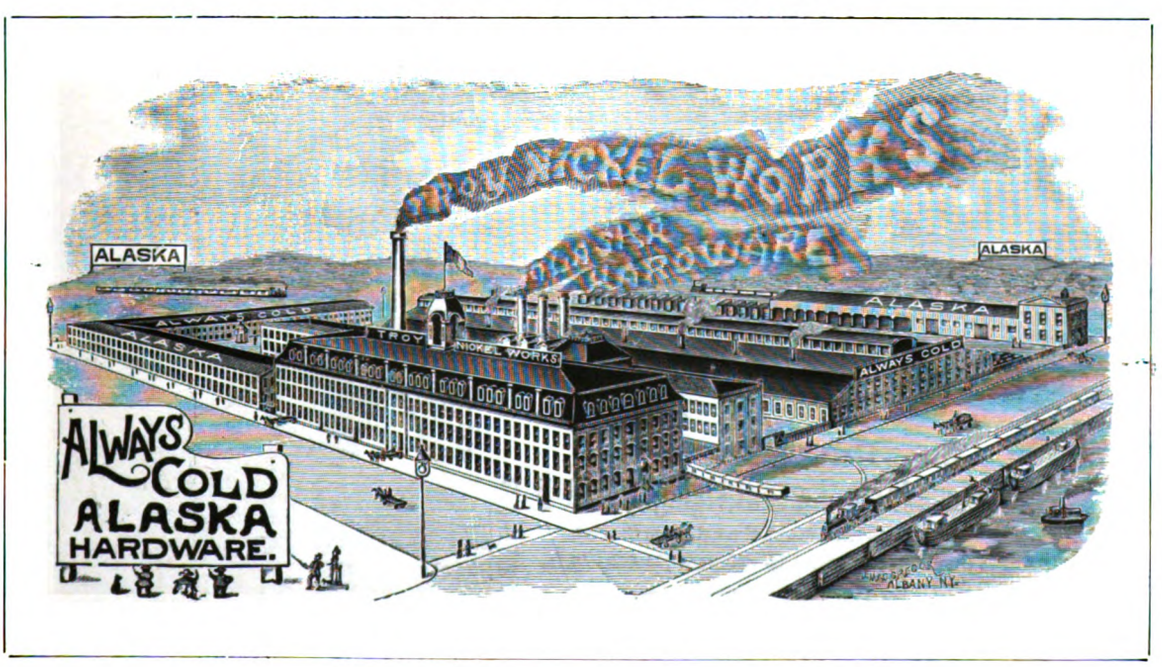
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THE TROY NICKEL WORKS.

"THEN," AND "NOW."



"THEN"--1880.



"NOW"--1898.

"ALWAYS COLD."

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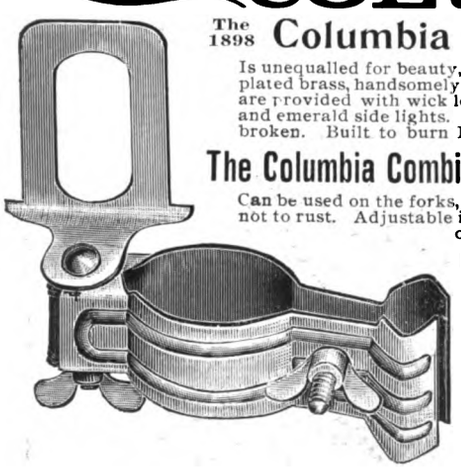
FULLER BROTHERS & CO.,

139 Greenwich St.,

NEW YORK.

Nails and Wire.

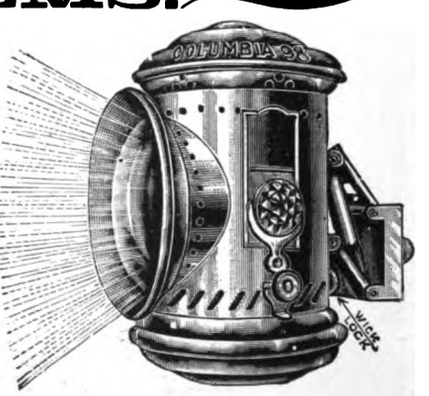
COLUMBIA GEMS.



The 1898 **Columbia Cycle Lamp**

Is unequalled for beauty, strength, durability and efficiency. Nickel plated brass, handsomely polished, riveted. Packed Oil Cups. Burners are provided with wick lock. Powerful polished lens, cut glass ruby and emerald side lights. The **Pneumatic** bracket spring cannot be broken. Built to burn **Kerosene Oil.** Will not blow or jar out.

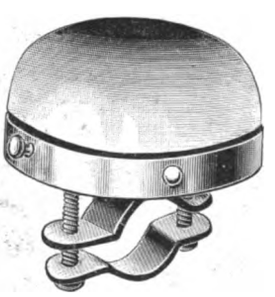
LIST PRICE $1 50 EACH.



The Columbia Combination Cycle Lamp Bracket

Can be used on the forks, the head or the brake rod of a bicycle. Guaranteed not to rust. Adjustable in all parts. Lined throughout to prevent scratching of enamel. This is the finest bracket ever offered.

List Price 40 Cents Each







Just Out.

Columbia Continuous Ringing Cycle Bell.

Just touch the button, the bell does the rest.

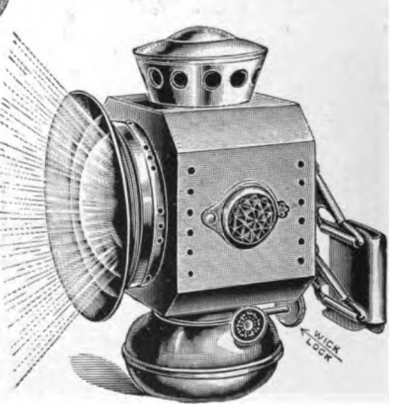
You Want Them. ◉ Retail $1.00 each.

Send for Illustrated Catalogue.
Mention quantities wanted when asking for quotations.

The Columbia Anti-Rust Toe-Clip.

Nickel-plated and highly polished. An ornament on any wheel. They are the finest clips in use.

List Price 50 cts. each.



The Columbia Retro-Opticon OR Cyclist's Hind Sight. . . .

Price - 50 cents.

Columbia Cycle Lamp Mfg. Co.,

Makers of Lamps and High-Grade Sundries,

144 Chambers St., - NEW YORK CITY.

The Illuminant Cycle Lamp,

MADE OF ALUMINUM,

The Lightest, Brightest, Best Cycle Lamp of the year. Oil Cup and Top Highly Polished. Body of Lamp Satin Finished.

Weight only 7 oz. Price $2.00.

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ENGRAVED N.P. TEA & COFFEE POTS.



"DERBY MUG."



No. 020 N. P. KETTLE.



No. 200 N. P. CUSPIDORE.

W. H. SWEENEY MFG. CO.,

66, 68, 70 and 72 Water Street and 51 Front Street,

BROOKLYN, N. Y.

MANUFACTURERS OF

Tin, Brass, Copper and Nickel-Plated Ware;
Tea and Coffee Pots, Tea Kettles,
Cuspidores, Trays, &c.



INDIVIDUAL TEA POT.



COPPER NICKEL KETTLE.



No 15 CRUMB TRAY.



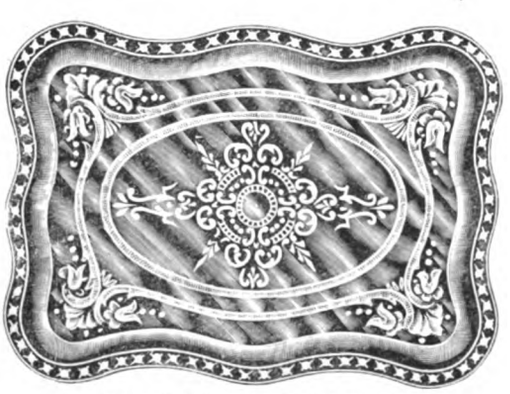
No. 10 OIL STOVE KETTLE.

TRAYS OF ALL DESCRIPTIONS,

Round, Square and Ob'ong, Tin, Brass and Nickel-Plated, Embossed, Enameled and Engraved. . . . .



No. 300 CARPATHIAN TRAY.



No. 900 CARPATHIAN TRAY.



No. 400 CARPATHIAN TRAY.

FACTORY, OFFICE AND SALESROOM,

66 to 72 Water Street, - - - BROOKLYN, N. Y.

SEND FOR NEW CATALOGUE.

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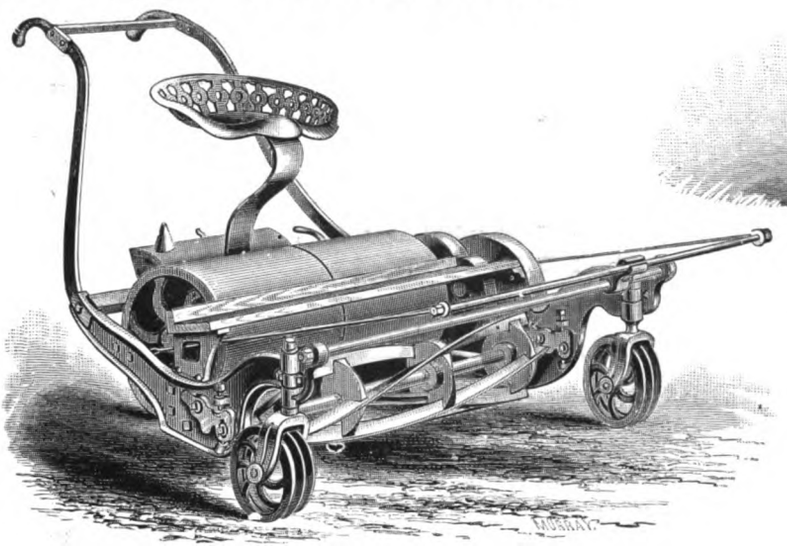
Chadborn & Coldwell Mfg. Co.,

Newburgh, N. Y.

. . . Manufacturers of——

The "NEW MODEL," "NEW MODEL" High Wheel, The "O. K.," The "RIVAL," "EXCELSIOR" ROLLER, "EXCELSIOR" HORSE

Lawn Mowers.



NEW "EXCELSIOR" HORSE LAWN MOWER.



The New Model High Wheel Mower

and Every Lawn Mower

We Manufacture is Fully Warranted.

Send to Us for Illustrated Catalogue.

PEERLESS MANILA and SISAL

Rope, Lath Yarn, Binder Twine



...AND...

SASH CORDS.

PATENT LUBRICATED TRANSMISSION ROPE.

MEXICAN GRASS HAMMOCKS.



Largest Manufacturers In the United States.

TRAVERS BROS. CO., 107 Duane and 16 Thomas Sts., NEW YORK.

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RUSSELL & ERWIN MANUFACTURING CO.,

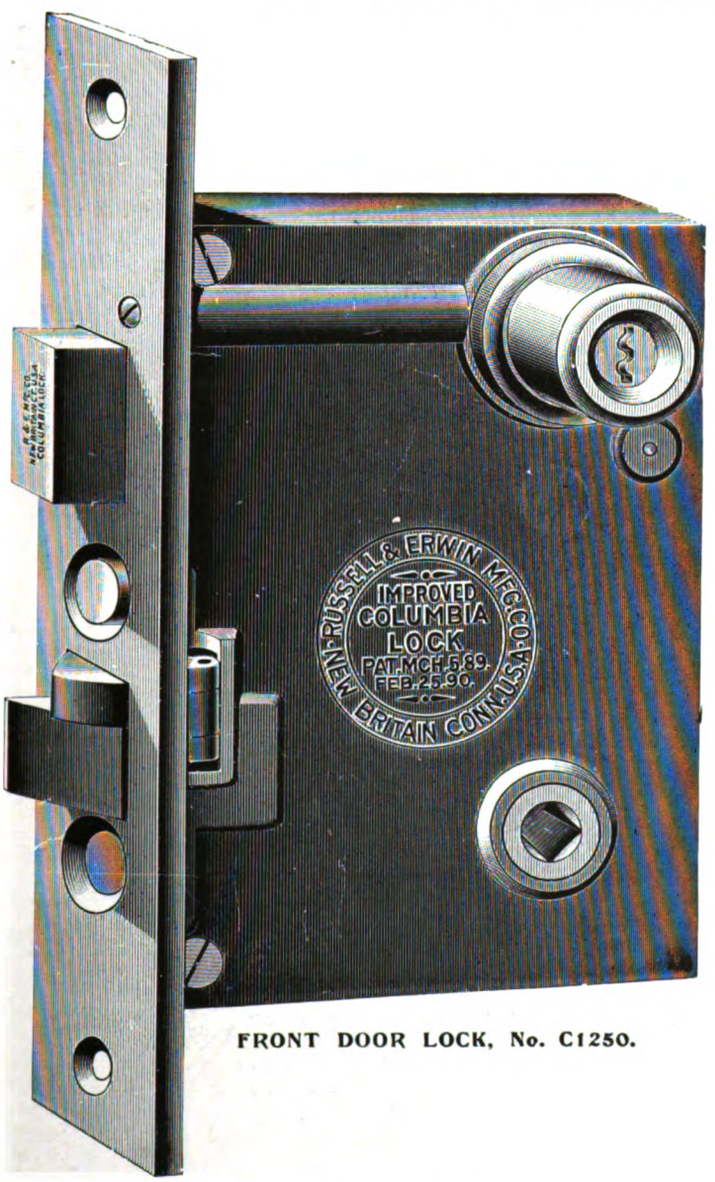
NEW BRITAIN, CONN.,

NEW YORK, PHILADELPHIA, CHICAGO, BALTIMORE, LONDON

MANUFACTURERS OF

BUILDERS' AND OTHER HARDWARE.

COLUMBIA CYLINDER DOOR LOCKS.



FRONT DOOR LOCK, No. C1250.



KEYS,
CLASS No. 745.

THE COLUMBIA CYLINDER.

The manner of its application to Lock Case is the simplest and most effective in use; the Lock Case being provided with a round hole tapering from the inside, and the Cylinder Shell having a corresponding undercut shoulder. By inserting Cylinder through hole in case and turning set screw in face of Lock-front, the Cylinder and Case are interlocked, completing a most effective and durable fastening. The ease of adjustment of the cylinders (which are inserted in the locks before the escutcheons are put on the door, thus avoiding the difficulty experienced of adjusting cylinders made to be screwed into the locks after the escutcheons are placed on the doors) will readily commend the Columbia Locks as being superior to others.

THE NEW COLUMBIA KEY.

The key being endbitted, the tumbler cuts thereof are brought into direct and instant contact with the tumblers themselves. This insures an easy insertion of the key and at the same time prevents unnecessary friction and wear. The direct action of the key on the tumblers is a great advantage in durability and certainty of operation. By reason of the corrugation of the key and the corresponding cross section of the slot in the cylinder, it is made practically impossible to use a flat key in the cylinder, and the security of the lock is thereby increased. The keys are made of German Silver, gold-plated. With this new key we can safely claim that the Columbia Locks are fully secure against opening by any other means than the keys especially made for them.

RUSSELL & ERWIN MANUFACTURING CO.

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TRENTON

Cyclometers

. . . Can be really read from the saddle. The constantly moving registering hand enables the rider to note progress at a glance. . . .

Model D Registers 1,000 miles; weight 1 3-4 oz. List price, . . $ .40

Model F Registers 1,000 miles; weight 1 oz. List price, ...50

Model E Registers 10,000 miles; weight 1 oz. List price, ...60

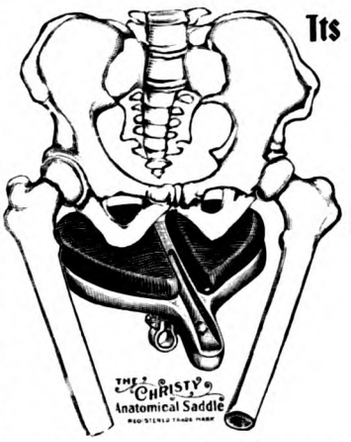
. . . ALL REPEAT. . . .

LIBERAL DISCOUNTS TO THE TRADE.

TRENTON WATCH CO.,

TRENTON, N. J.

The Christy Saddle.



Its Evolution:

20,000 sold in 1895

60,000 sold in 1896

150,000 sold in 1897

500,000

TO BE SOLD IN

1898

Hence this advertisement, to call your attention to its superior merits and wonderful record. In 1895 it was correct in principle, but crude in design and make. In 1896 it was improved in design and manufacture. In 1897 it was much improved in shape, design and finish. In 1898 **perfected.**

Once a Christy Rider, always a Christy Advocate.

CHRISTY BOOKLET FREE.

A. G. SPALDING & BROS.,

NEW YORK. CHICAGO.

H. Channon Company,

.....DEALERS IN

Twine and Cordage

OF ALL KINDS.

24-26 MARKET STREET, CHICAGO.

We have a quantity of 7-8 and 1 inch Sisal and 1 inch and 1 1-2 inch Manila which we want to close out at 1 cent per pound under the market prices.

To Bicycle Riders.

WE MAKE OUR TUBE OF FIFTY CARBON STEEL

Because a Tube like this of our .50% CARBON STEEL Is just as strong as a Tube like this of .25% CARBON STEEL

While weight for weight in a Bicycle our FIFTY CARBON Steel will last so long

and TWENTY-FIVE CARBON Steel will last only so long

NOTE THE FULL IMPORT OF THE PARALLEL LINES.

The comparison which they graphically make indicates the result of the prolonged investigations of the most practical experts of the world.

That the tests in our own laboratory coroborate these results is merely so much to its credit; that the same is true of actual trial on the road equally proves the trial to have been made in bicycles of correct design and construction. THE FACT REMAINS.

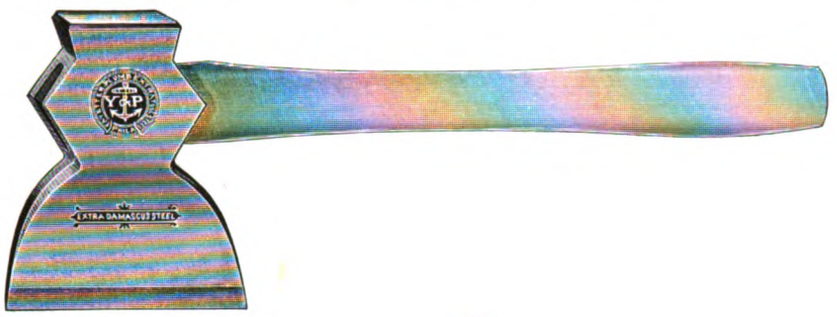
The margin of safety is greatly increased by the use of this tube. Every bicycle manufacturer should use it; every dealer should insist on having it; every rider should demand it. Send for catalogue.

THE POPE TUBE CO., Hartford, Conn.

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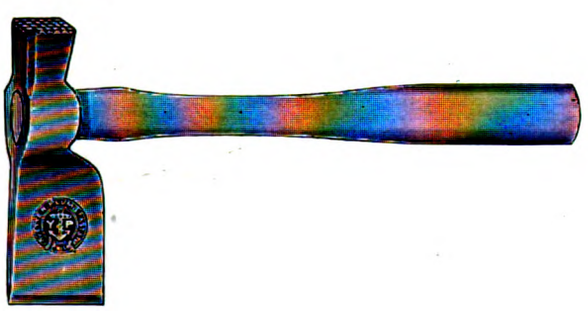
FAYETTE R. PLUMB,

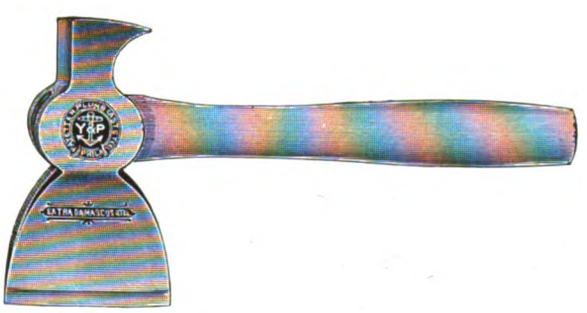
INCORPORATED,

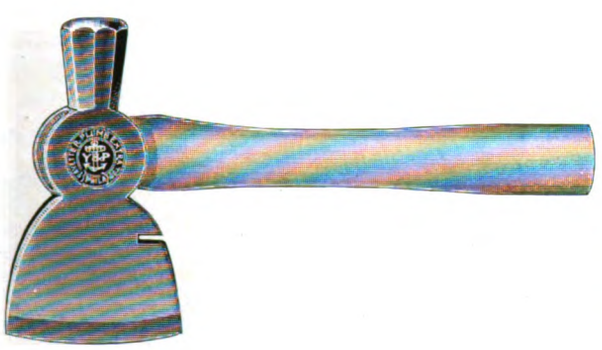


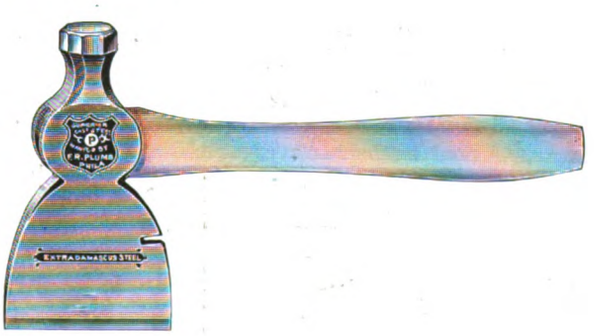


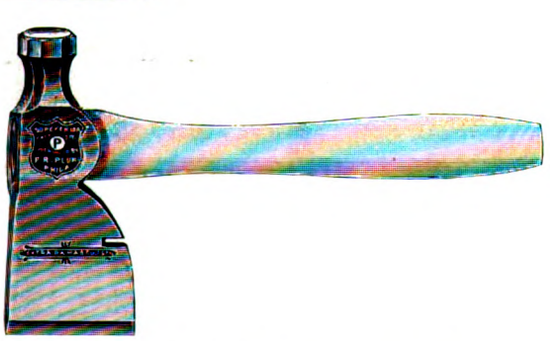


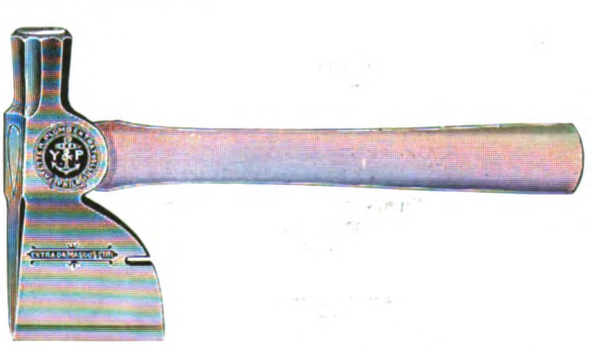






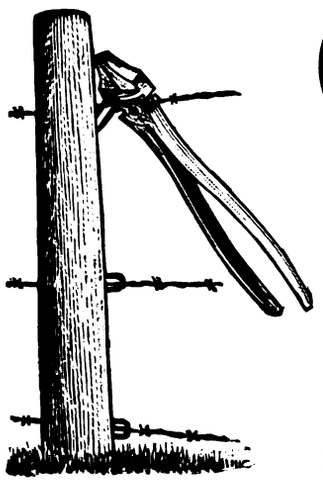






Philadelphia, Penna., U. S. A.

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Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis.

CRONK HANGER CO., - - - - ELMIRA, N. Y.



The Coburn Patent Trolley Track

Overhead Tramway

Furnished complete with straight and curved track, switches, frog brackets, single and double carriers. SEND FOR BOOK.

The Coburn Patent Trolley Track

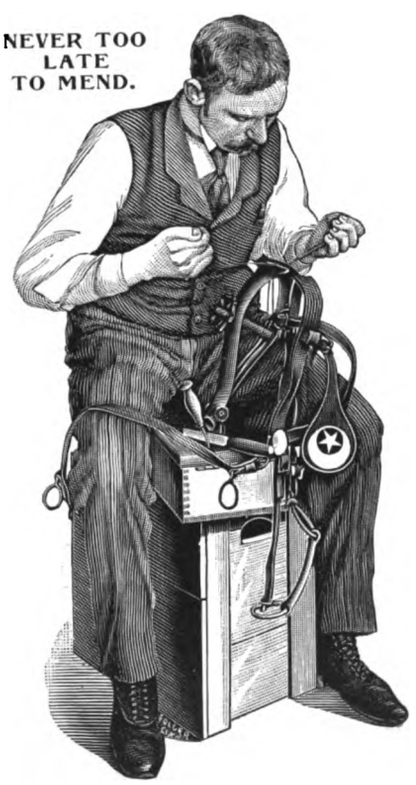
and Patent Rolling Ladder Systems

SEND FOR BOOK. Over 10,000 in use in the United States. Roll suspended from ceiling or facing the shelves. . . . . .



THE COBURN TROLLEY TRACK MFG. CO., HOLYOKE, MASS.

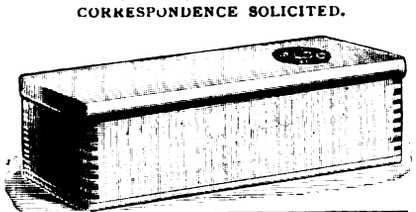
NEVER TOO LATE TO MEND.



JOHNSON'S PORTABLE HARNESS SHOP

Is a complete Harness Repair Equipment. The tools and supplies are of standard quality, the seat is a varnished chest (18x8x5) and contains the outfit when not in use. SO SUBSTANTIAL as to last a lifetime. SO PRACTICAL as to be an ECONOMIC NECESSITY to horse owners! Your customers want 'em! Jobbers sell 'em!

EUGENE L. JOHNSON, Sole Manufacturer,
Cincinnati, O., U. S. A.
J. C. McCarty & Co., N. Y. Agents, New York.
CORRESPONDENCE SOLICITED.



SHOP CLOSED WITH CLAMP & TOOLS PACKED INSIDE

BIG SELLERS!



"Family" Shoe, Harness and Tinware Repairing Outfits.

EVERY FAMILY WANTS ONE

Sold by all wide awake Hardware and General Store Keepers. . . . .

BRANDENBURG & CO., Chicago, Ill.
MANUFACTURERS AND SOLE PROPRIETORS.
PRICES ON APPLICATION.

YOU CAN GET 25 lb. Can Metallic Brown for 88 cts.

VERY GOOD TOO!

L. D. BERGER'S
Tinners' and Roofers' Supply House,
59 N. 2nd St., PHILAD'A, PA.

Plymouth Rock Half Soles

NOT THE FLIMSY KIND,
but reliable taps for a little money.
GET OUR PRICES.

THE ROOT BROS. CO.,
Plymouh, Ohio.

Root's Cobblers' Sets.

The Best Selling and Most Popular Goods Made. . .
GET OUR PRICES.



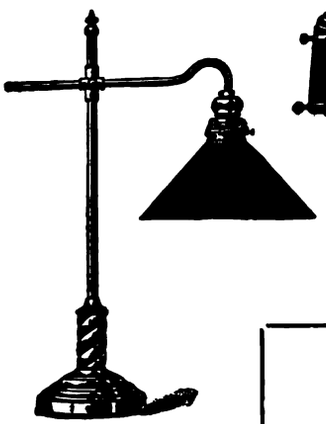
JUST OUT!
OUR NEW CATALOGUE OF
Shoe Findings & Saddlery Hardware.
SEND FOR IT.
ADDRESS THE ROOT BROS. CO.,
Plymouth, Ohio, U. S. A.
Originators and Sole Manufacturers.

Deduct Freight from Price of Mill



This is the **QUAKER CITY GRINDING MILL**
For CORN and COBS, FEED & TABLE MEAL
Improved for '97-'98. Send for all mills advertised. Keep the best—return all others.
A. W. STRAUB & CO.
Philadelphia, Pa. & Chicago, Ill.
We handle everything wanted at Chicago office, 48 S. Canal Street.

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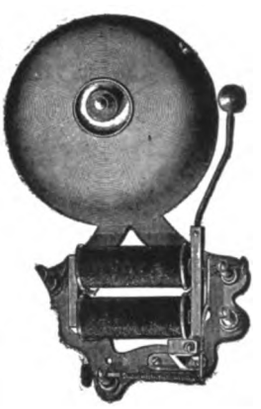
Desk Portable.



Spark Coils.



Engineer's Portable Lamp Handles.



Electric Gongs.

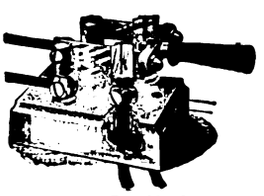
Some Articles

OF OUR

Manufacture.



Table Clamp Attachment.



Baby Switches.



Wood Switche .

J. JONES & SON,

Manufacturers of and Dealers in

Electrical Supplies,

64 Cortlandt St., NEW YORK.



Perfection Alarm.



Tank Alarms.



Wire Winder.

We make a large line of

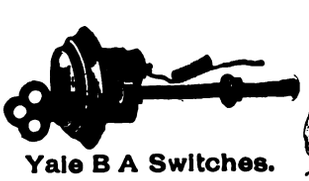
Desk Portables & Fixtures.



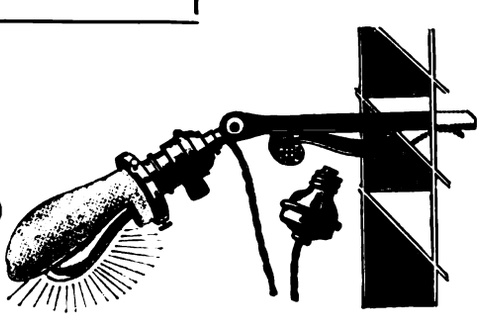
Fire Alarm Box.



Section Switch.



Yale B A Switches.



Desk Clamp.

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Chicago Hardware Mfg. Co.,



W. K. NORRIS,
New York Sales Agent.

Manufacturers

.....OF.....

Artistic Builders' Hardware.



Specialties:

CHICAGO LOCK, Niles Patent.
CHAMPION SPRING HINGES, For Wood or Marble.
CHICAGO DOOR HOLDER.
NORRIS SASH PULLEYS.

New York Warehouse,

66 West Broadway, Corner Murray St.

LOCKWOOD MANUFACTURING COMPANY,

MANUFACTURERS OF

BUILDERS' HARDWARE,

Of Unsurpassed Quality, at Moderate Prices.

Including a Full Line of

CYLINDER LOCKS

TRADE MARK.

—Which Have No Equal.

For full information regarding our popular line, apply to our

SALES AGENTS:

ALLERTON, CLARKE CO.,
97 CHAMBERS ST., NEW YORK.

ALLERTON, CLARKE CO.,
118 LAKE ST., CHICACO, ILL.

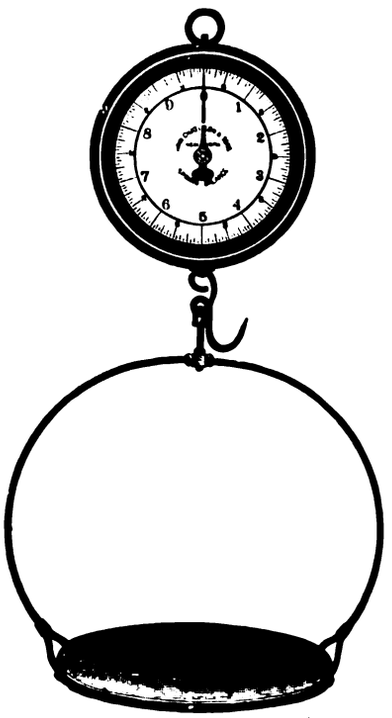
E. H. MANSFIELD CO., 36 Pearl St., Boston, Mass.

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CHATILLON SPRING SCALES.

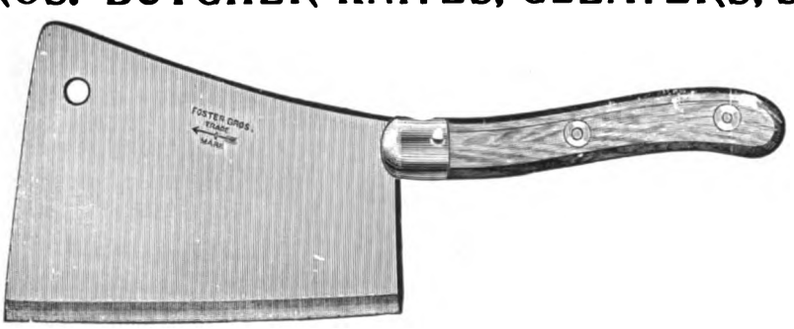
For more than **sixty years** we have carried on the business of making **Spring Scales,** and have made it OUR SPECIALTY.

All our Scales are warranted to weigh accurately and to be perfect in workmanship.



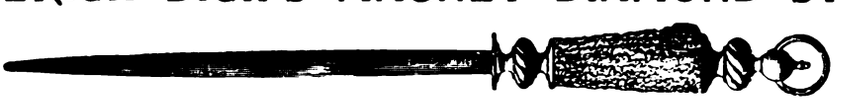
Our experience in the business, together with our unequaled facilities for manufacturing, enables us to produce a superior article, and thus to maintain the well-known reputation of **Chatillon's Spring Scales** as above that of other makes.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



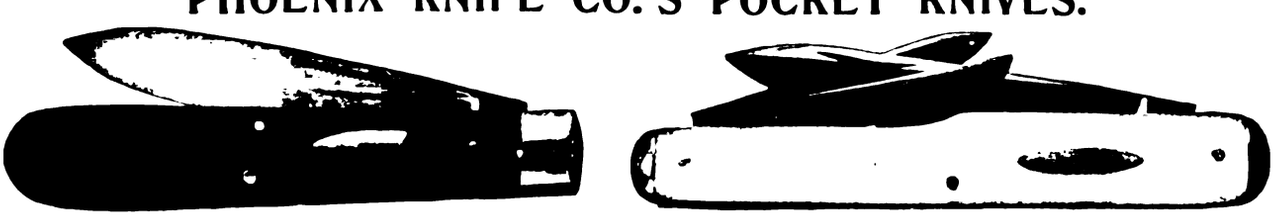
These Tools are recognized in the Markets, Packing Houses and Abbatoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE CO.'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

JOHN CHATILLON & SONS,

ESTABLISHED 1835.

85 to 93 Cliff St. and 12 Jacob St., - - NEW YORK CITY.

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Yes, Mr. Dealer, We have exactly what you have been looking for. It is . . .

The Canton Garden Plow.

IT SELLS ON SIGHT.

RETAILS FOR
$5.00

Thousands of them in use.

It is indispensable to the market Gardener and grower of small fruits. . . . .



WEIGHS ONLY
20 lbs.

Furnished with 3 Shovels and Rake Attachment, as Illustrated.

Has Steel Wheel 18 inches in diameter, fitted with removable steel box. . . . . .

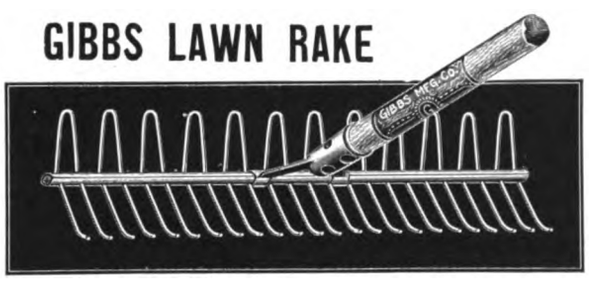
Write us at Canton, Illinois.

SPECIAL PRICES TO DEALERS.

St. Louis.
Kansas City.
Omaha.
Dallas, Texas.
Indianapolis.
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Decatur, Ill.
Des Moines, Ia.
Dubuque, Ia.

Parlin & . . . Orendorff Co.,
Manufacturers,
CANTON, ILL.

GIBBS LAWN RAKE



The Strongest, Lightest and Finest Looking ALL STEEL Rake ever produced. . . . .

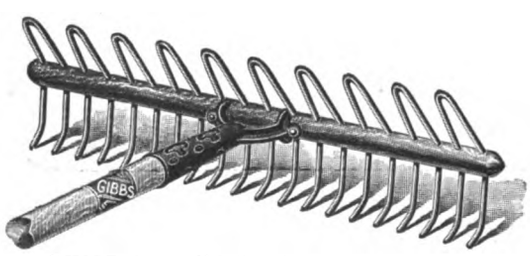
COATED WITH PURE BLOCK TIN.

Note the bend of the teeth—makes raking easy, does better work and won't tear up the sod. One of the special features of the **"Gibbs Rake."**

We represent and offer the largest assortment of the very best make of

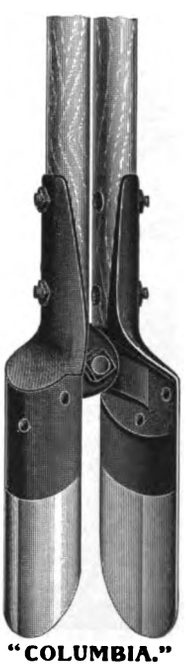
LAWN RAKES AND POST HOLE DIGGERS

on the market. Write to-day for illustrations and prices.



"MODEL" and "OHIO GIRL" LAWN RAKES.

The success of the **"NEW COLUMBIA" DIGGER** is its simple and durable construction with less liability to breakage. It works perfectly, gives entire satisfaction and costs no more than inferior goods (if as much).



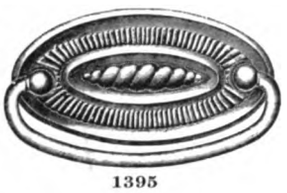
"COLUMBIA."

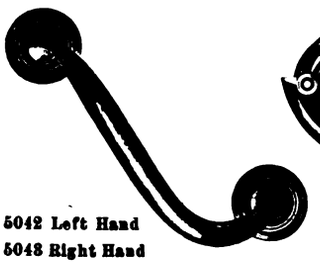
SELLING AGENTS:

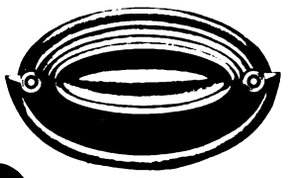
JOHN H. GRAHAM & CO., 113 CHAMBERS ST., NEW YORK.

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5046


1395


5042 Left Hand
5043 Right Hand


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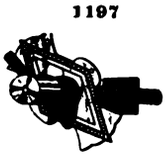

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1892

AMERICAN RING CO.,

WATERBURY, CONN.

Manufacturers of

Brass Trimmings

for Furniture and Interior Cabinet Work.

CURTAIN POLE TRIMMINGS.

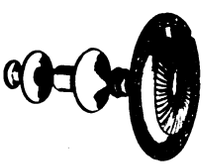
Brass Headed . . .
Upholstery Nails.

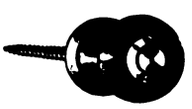
Brass Ferrules . . .

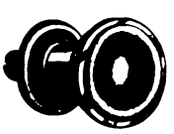
AND

. . . . Curtain Rings.


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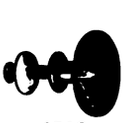

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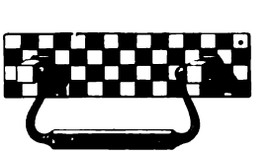

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The Very Latest.
Patented Aug. 24, '97.



The "Eclipse Cleanable" Refrigerator is original.

It is the only removable ice chamber refrigerator having a removable flue through which pure cold dry air is introduced in the bottom of the provision room, getting under and between the provisions, and forcing the warm moist air and odors upwards, and creating a positive current or circulation. All other makes are imitations of the first crude removable tank refrigerator introduced years ago, and have an ice box set in top, from which cold, heavy air falls by gravity and forces downward the objectionable matters. THE ECLIPSE HAS THE LARGEST ICE CAPACITY.

HAS ALL THE CLEANABLE FEATURES OF OTHER MAKES.
HAS MORE TALKING POINTS THAN ANY OTHERS.

THE ECLIPSE REFRIGERATOR WORKS, BURLINGTON, VERMONT.

UNDERHILL, CLINCH & CO.,

94 CHAMBERS STREET, NEW YORK.

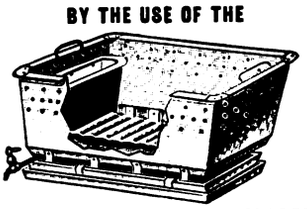
O. Ames & Sons' Shovels, Spades, Scoops.
Geneva Tool Co.'s Cast Steel Hoes, Rakes, Etc.
Sheble & Klemm's Manure and Hay Forks.
David Wadsworth's Scythes.
English Riveted Scythes, Grass Hooks and Shuffle Hoes.

Send for our Agricultural Catalogue showing goods carried in stock and new prices.

The Gurney can be kept absolutely pure and clean



BY THE USE OF THE



REMOVABLE GALVANIZED ICE COMPARTMENT.

The Gurney Leads, Others Follow.

All users testify to the GURNEY'S many points of superiority.

The trade took to the GURNEY as criterion for style and finish.

Manufacturers testify to the GURNEY'S right of leadership by imitating the GURNEY style of construction.

Buy the Gurney Patent Refrigerator. It costs no more than imitations claimed to be "*Made like the Gurney.*"

GURNEY REFRIGERATOR CO., FOND DU LAC, WIS., U. S. A.

Also Mfrs. of La Belle and Imperial Refrigerators. Capacity 150 Refrigerators per day.

New York City, Isaac Lang, Agt., 265 Cleveland St., Brooklyn, N. Y.
Boston, J. Theo. Gurney, 1074 Boylston St.

ESTABLISHED 1882.

PARISH & UNGER,

MANUFACTURERS

Empress Lamp Chimneys.

NONE BETTER MADE.



NONE BETTER MADE.

This Trade-mark is Etched on each Chimney.
Each Chimney is Papered.
In Packages and in Open Stock.

Haida.	Student.
Rochester.	B. & B.
Sun Straight.	Duplex.
Sun Bulb Plain Top.	Belgian.
Sun Bulb Crimp Top.	Princess.
Sun Hinge.	Little Jewel.
Leader.	Gem.
Pinafore.	Welsbach Gas.
Lip.	Globe Incandescent.
Nutmeg.	Pittsburg.
Electric.	Royal.

SALESROOMS,
53 & 55 WARREN STREET,
NEW YORK.

☞ WRITE FOR PRICES.

MOUNT CARMEL CLAMPS.



	EXTRA HEAVY.			EXTRA DEPTH.	
To open - -	3½,	4½,	5½,	6½,	7½ in
Depth between Screw and Frame	2¾	3,	3½,	4,	4½ in.

EAGLE SCREW CLAMPS.



To open 2, 2½, 3, 4, 5, 6, 7, 8, 9, 10, 12 inches.

WALTER W. WOODRUFF & SONS,
MOUNT CARMEL, CONN., U. S. A.
Manufacturers of
COACH AND CARRIAGE HARDWARE, FINE MOUNTINGS
MOUNT CARMEL OX SHOES.
SPECIALTIES IN MALLEABLE IRON OR COMPOSITION.

THE IVES PATENT DOOR BOLTS.



Sash Locks AND WINDOW Hardware Specialties.
Leaders with the Trade.
30 PAGE CATALOGUE ON APPLICATION.
H. B. IVES & CO., New Haven, Conn.

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Machines That Are Strangers to the Repair Shop.

Made Well and Made of Best Material.

...THE BEST SELLERS...

Leaders at Home and Leaders Abroad.

Self Sharpening.

We Make the Best

Handsomely Finished.

Lawn Mowers

Manufactured in the World.

Made in all Sizes.

Hand and Horse Power.

The Pennsylvania, The Continental,
The New Quaker City,
The Great American, The Rapid Transit,
The New Departure,
The Girard, The Westfield.
GRASS CATCHERS.

HANDLED BY LEADING JOBBERS IN EVERY LARGE CITY IN THE UNITED STATES.

SUPPLEE HARDWARE CO.,
Philadelphia, Pa.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Coloma, Mich.—Howe & Son.
Darlington, S. C.—Dickson & James.
Jacksboro, Tex.—E. A. Gwaltney.
Leipsic, Ohio.—Cover & Justice.
Marlette, Mich.—A. N. Patriarche & Co.
Marshall, Mich.—J. Nagle.
Northville, Mich.—E. J. Cox & Co.
Union City, Conn.—J. M. Page & Co.
Yale, Mich.—Hutton Bros.

Changes and Improvements.

Almont, Mich.—P. H. Willert, Hardware, has sold his interest in the Hardware business to his brother.

Allentown, Pa.—Reppert Bros., of Breinigsville, will take charge of the store in Old Zionsville, at present run by Miller Bros., who will go into the Hardware business at the same place.

Ayer, Mass. — Fillebrown Bros. have moved their stock of Hardware, agricultural implements, and the tin shop, to their former store on East Main Street.

Blaine, Me.—G. W. Young, in addition to his jewelry business, will soon open a stock of Hardware and tinware.

Cedar Bluffs, Neb.—Mrs. Sarah J. Marquis, Hardware, succeeded by A. Lochner.

Centreville, Md.—William H. Forman has disposed of his interest in the firm of Forman Bros., Hardware dealers, to Mrs. Harry Forman.

Charles City, Iowa.—H. V. Fussell & Co., Hardware, succeeded by Smith & Fussell.

Cranford, N. J.—D. Kreie has leased one of the stores in the Potter building for the Hardware business.

Douglas, Wyo.—The Florence Hardware Co. is building a large lumber warehouse on Second Street, north of the store.

Duluth, Minn.—The Kelly Hardware Co. will soon occupy the old Glass Block store at Nos. 118 and 120 West Superior Street; the Northern Hardware Co. has leased the store at Nos. 222 and 224 West Superior Street, and H. S. Eaton will occupy the rooms to be vacated by the Northern Hardware Co., in the Mesaba block, Nos. 409 and 411 West Superior Street, with a new stock of Hardware.

Dundee, Mich.—H. C. Spalding & Son, dealers in Hardware here, have sold their stock to George Chandler and J. J. Sullivan, of Milan, who will conduct the business in the same place.

Grand Rapids, Mich.—Adie & Dorland, Hardware, succeeded by Adie-Franklin Hardware Co. Ltd.

Greentown, Ind.—Templin & Kightlinger, Hardware, succeeded by Holliday & Kightlinger.

Grundy Center, Iowa.—Wm. R. Laybourn, Hardware, succeeded by C. C. O'Connor.

Hattiesburg, Miss.—Hudson Jackson Co., Hardware, succeeded by T. J. Jackson & Co.

Hillsdale, Mich. — Bohlander & Sons, Hardware, have decided to close out stock, and go out of business.

Hamilton, Ohio. — The Hardware and stove firm of Brant & Carson has been dissolved, James B. Carson continuing the business and D. W. Brant withdrawing.

Hoopeston, Ill. — James M. Newston, Hardware dealer, will add bicycles.

Houston, Tex.—J. S. Dunlay Hardware Co., Nos. 410 and 412 Travis Street, have added a complete line of baseball goods.

Indianapolis, Ind.—Hildebrand Hardware Co., succeeded by Hildebrand Hardware Co., incorporated.

Irene, S. Dak.—Russell & Son, Hardware, sold to R. Jensen.

Jackson, Mich.—J. C. Bader, Hardware, East Main Street, stock purchased by J. E. McGraw.

Joplin, Mo.—J. B. Pabst, Hardware, succeeded by S. W. Bullock.

Juniata, Neb.—S. E. Flowers, of Hastings, has purchased the Hardware store here of Reynolds & Cadwallader and moved his family to Juniata.

Lawrenceville, Va.—Sledge & Barkley, Hardware dealers, interior of store improved.

Lima, N. Y.—P. Guinan, Hardware, reported sold to Charles R. Gray.

Luce, N. D.—Warner & Loney, Hardware and agricultural implements, succeeded by George A. Warner.

Mansfield, Ohio.—F. B. Calver and W. G. Caldwell have resigned their positions with the Wagner Hardware Co. and will embark in the Hardware business for themselves under the firm name of the Calver Hardware Co.

Maxwell, Iowa.—R. C. Cole will shortly commence a double brick building to accommodate his large Hardware and implement business.

Mendon, Mich.—Vernier & Son, Hardware dealers, will remove from town, having sold business to M. C. Flewelin, a former proprietor.

Mineral Point, Wis.—The Hardware firm of S. Hocking & Co., after thirty-two years of business, has been dissolved.

Morrison, Ill.—Woods & Whitcomb have dissolved partnership, after eleven years in business together, Mr. Whitcomb retiring from the firm.

Morristown, N. J.—H. E. Stirn, a well-known resident of Madison, has purchased the Hardware business recently conducted on Park Place by F. S. Freeman. The place will be conducted as a first-class Hardware store.

Oakland, Iowa.—David Wentz has purchased the large Hardware store and business of Townsley & Moore, and will take possession as soon as an account of stock is taken.

Parkersburg, W. Va.—The Rex Hardware Co. have moved into the room in the old Second National Bank building lately occupied by the Cyclone Store.

Pittsford, Mich.—A. A. Case, Hardware, has sold out his business to Mr. Kedzey.

Plymouth, Mich. — M. Conner & Son, Hardware, firm will hereafter be conducted, as the Conner Hardware Co., with the same capital and management.

Plymouth, Mich.—The Connor Hardware Co. will erect a new $4000 brick block this spring.

Reynoldsville, Pa.— The Reynoldsville Hardware Co. will erect a brick building.

Richmond, Ohio.—Mayor Nelson Patterson has moved his Hardware store into the Crew storeroom.

Rochester, N. Y.—Katherine F. Seymour and Fannie E. Seymour, who have conducted the Hardware business at No. 117 East Main Street, under the firm name of H. F. Seymour Co., have transferred all the stock and fixtures in the store to Wilard G. Rich.

Senatobia, Miss.—J. W. Leigh, Hardware, etc., moved to Grenada.

Shelby, Iowa.—Howard I. Scofield, Hardware, succeeded by O. C. Thayer.

Sherman, Mich.— Thomas Wilson will erect a large Hardware store.

St. Clair, Mich. — Solis & Carpenter, Hardware, stock sold to John P. Whiting, son of Hon. Justin R. Whiting, and J. Herrick Bushnell, who had charge of the department store of J. R. Whiting & Co. for several years.

Terre Haute, Ind.—R. N. Moore, the south side Hardware merchant, has sold his interest in the store to O. H. Reeves, of Arthur, Ill.

Trinidad, Colo.—Howlett & Co., Hardware, etc., dissolved.

Topeka, Kan.—Chaney & Morton, stoves, have added a line of Hardware and builders' materials to their stock at No. 117 East Sixth Street, and are now opened for business.

Winston, N. C.—B. W. Canaday, Hardware, corner of Queen and Gordon Streets, is rebuilding store, which was destroyed by fire.

Business Embarrassments.

Fall River, Mass.—The E. H. Aldrich Hardware Co. have made an assignment.

Manor, Tex.—R. H. Posey, Hardware, has made an assignment to A. D. Wheeler.

Wheeling, W. Va. — The Parkersburg Hardware & Mfg. Co. have made an assignment. Assets, $15,000; liabilities, $20,000

Burglaries in Hardware Stores.

Baltimore, Md.—Chas. Cronhardt, small loss.

Catasauqua, Pa.—Chas. W. Schneller, cutlery and revolvers.

Dillsburg, Pa.—Nesbit & Smyser, $12.

North Berwick, Me.—F. B. Tupper, cutlery.

Springfield, Mo.—Smith Hardware Co., $25.

Recent Fires.

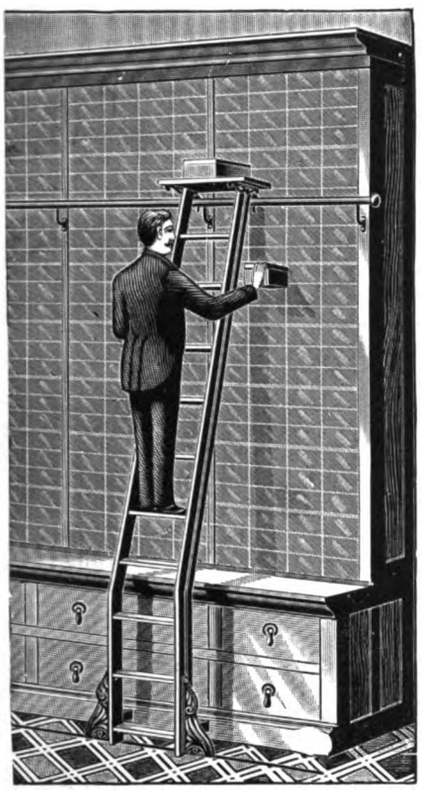
Belton, Tex.—Smith & Corbin, Hardware and agricultural implements, damaged by fire at a loss of $4000; insured for $7000.

Cedar Rapids, Iowa.—McDonald's Hardware store, damaged by fire.

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The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,
50 STATE STREET, CHICAGO, ILL.

AGENCIES:
Eastern Agents, YOUNGS & CARR, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 84 John Street, New York City.
California, JOHN WOODLOCK, 26 Beale Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

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NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U.S.A.

"EVERYTHING IS COMING UP."
BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

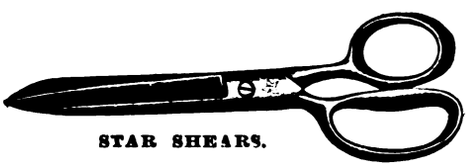
Diamond Hardware Co.,
624 Atlantic Ave., Boston, Mass.

Kearney & Foot Co.
Manufacturers of the 100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

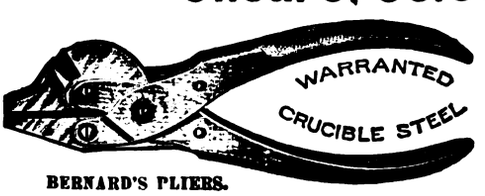
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Write for 1898 . . . Catalogue.



STAR SHEARS.

"WE MAKE the LARGEST LINE of . . . **Shears, Scissors and Pliers.**"



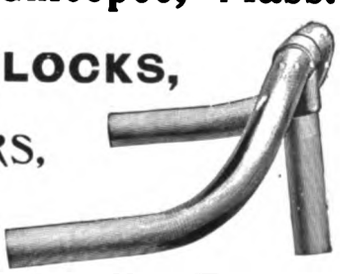
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THE
WM. SCHOLLHORN CO.,
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AMES SWORD CO., Chicopee, Mass.

OUR SPECIALTIES:

PERFECTION PADLOCKS,
All Sizes, ½ inch to 2½ inches.



BICYCLE REVOLVERS,
THE GREATEST NOVELTY OF THE AGE.

Compressed Seam Fork Sides and Handle Bars.

CORRESPONDENCE SOLICITED.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., **Allegheny, Pa.**

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

Augusta, Ga.—The Augusta Novelty Mfg. Co., has been incorporated by John R. Platt, F. C. des Passos, W. T. Rawlinson, George R. Lombard, Stewart Phinizy and others; for the manufacture of a patent rotary razor strap, machinery and novelties of all kinds. Capital stock, $8000.

Binghamton, N. Y.—The certificate of incorporation of the Nineteen Hundred Washer Co. has been filed at the county clerk's office. The company is organized to "manufacture, sell and deal in washing machines, wringers and other laundry supplies and merchandise, and the doing of other things incident thereto." The capital stock is $12,000, and the directors for the first year are Thomas B. Crary, Marcus A. Miller and Romaine F. Bieber, each of whom holds forty shares.

Camden, N. J.—The Bates Arms & Engine Co. to manufacture firearms and machinery; capital, $160,000. Corporators: Francis G. Bates, Mary A. Bates, W. Welcome Bates, Elwood Hancock and Allen H. Twining, of Philadelphia, and John W. Westcott, of Haddonfield, N. J.

Chicago, Ill.—The Model Window Hinge Co., has been incorporated by George Reed and others. Capital stock, $50,000.

Newark, N. J.—The Drummond Latham Co., has been incorporated by J. J. Hogan and others; to manufacture saddlery and Hardware. Capital stock not mentioned.

New Orleans, La.—The Universal Cultivator Co., Limited, has been incorporated with Wm. S. H. Wailes, president; Joseph B. West, vice-president; Chas. Caffe, secretary-treasurer; for the purpose of manufacturing agricultural implements, also the Wailes combination cultivator. Capital stock, $100,000.

Owosso, Mich,—Owosso is soon to have a new industry in the form of a reversible plow works. C. W. Reed, the inventor, is making preliminary arrangements. Local capital will push the concern.

Springfield, Ill.—Articles of incorporation of the American Steel and Wire Co. have been filed with the Secretary of State. The incorporators are John W. Gates, Isaac L. Elwood and Elbert H. Garry, who state that the headquarters of the company will be in Chicago. The capital stock is placed at $12,000,000, equally divided into preferred and common shares.

Syracuse, N. Y.—Sweet's Steel Co., has been incorporated by J. W. Smith and others. Capital stock, $100,000.

Woodbine, Pa.—The Universal Lock Co. of New York have leased a plant in this town, and will employ 200 hands.

Changes and Improvements.

Anderson, Ind.—The Anderson Nut & Bolt Works, closed for some months, have resumed operations. The scale signed advances men's wages 3 per cent.

Austin, Tex.—The Brenstedt Hardware Co., has changed its name to the "Eikel-Brenstedt Company." The officers are J. Eikel, William Brenstedt, Robert Eikel, A. P. Matthews and Andrew Brenstedt. Capital stock, $100,000.

Belleville, Ill.—The Belleville Nail Works, the new industry which are about to commence business on East Main Street, have received a large shipment of wire, which will be converted into nails. The factory has orders ahead for 2000 kegs of nails, to be delivered as soon as made.

Brownville, Me.—J. C. Gillies is preparing to start a factory for the manufacture of all kinds of handles at Sebec Village. It is reported that there is an excellent location there, as there is an abundance of all kinds of lumber that he desires.

Buffalo, N. Y.—Niagara Stamping & Tool Co , has changed its firm name to Niagara Machine & Tool Works.

Chicago, Ill.—The Geiser Manufacturing Co., makers of agricultural implements at Waynesboro, Pa., have secured twelve acres at Chicago Heights on which they will erect buildings and establish a large plant.

Cincinnati, O.—W. H. Burtner, vice-president of the Board of Directors of the Davis & Egan Machine Tool Co., has voluntary resigned his official connection with that company, and also resigned from the board. His successor has not been selected.

Daleville, Ind.—The Ideal Stove & Foundry Co. af this place have absorbed the Homestead plant at Dayton, O., and will remove it here, thereby doubling the manufacturing capacity of the Ideal works.

Fairfield, Ia.—R. T. McClain has dissolved partnership in the I. X. L. Hardware Co., and will engage in the farming implement business. Messrs. Speck & Davis will retain the old firm.

Greenfield, Mass.—Goodell Brothers Co., manufacturers of tools, will erect an addition to their plant.

Harriman, Tenn.—W. T. Henry has purchased a controlling interest in the Harriman Tack Company, and in connection with Mr. Webster, his son-in-law, will manage the business.

Hartford, Conn.—The National Machine Co. has filed in the office of the Secretary of State a certificate of the reduction of its capital stock from $100,000 to $25,000 by the reduction of the par value of the shares from $100 to $25 per share. The certificate is signed by Charles E. Billings, S. M. Bronson, Silas Chapman, Jr , and Ralph Crittenden, a majority of the directors.

Milwaukee, Wis.—The Western Hardware Mfg. Co., will build an addition to its large plant.

Montour Falls, N.Y.—To the extreme satisfaction of all the residents of this place a contract has been executed by the officers of the Cronk Hanger and Carrier Cutlery companies, whose plants were destroyed by a fire a short time ago, whereby the shops are to be rebuilt in this place.

Reading, Pa.—The entire plant of the Penn Hardware Works, corner of Spruce and Water Streets, this city, is running at its fullest capacity at present. The firm employ over 500 hands, and every department is busy until 10 P. M There is a large demand at present for builders' Hardware, and many orders have been received.

Sharon, Pa.—The plant of Graff & Co., stove manufacturers, is to be removed to Monongahela, Pa., and the capacity increased.

Springfield, O.—The entire Bar & Knife plant has been sold to the Whiteley Mfg. Co., which has just been incorporated with a capital of $300,000.

Syracuse, N. Y.—The Central City Brass & Mfg. Co. have purchased the property in Burnet Avenue, corner of Decker Street, known as the Falkner property, and will erect on the site a large home for its plant. The property has a frontage of 140 feet on Burnet Avenue and 132 feet on Decker Street.

West Haven, Conn.—It has been decided that the Graham Mfg. Co. will remove to Derby in a few days. The leading stockholders in the company are G. M. A len and M. C. White. The firm manufacture keys, bicycle bells, and a line of fine hardware. At the Derby factory the scope of the firm will be increased and larger quarters assured for the expansion of business. C. H. Mann, general manager of the company, will continue as the active head and most of the employes will go from New Haven and West Haven to Derby.

Williamsport, Pa.—The Kline & Co. to manufacture Hardware; capital $45 000. Corporators, James N. Kline and John F. Fredericks, of Williamsport, and John W. Greenman, of Trenton, N. J.

Recent Fires.

Taunton, Mass.—Upward of $10,000 damage was done by a fire in the three-story brick building on Court Street, occupied chiefly by the Anthony & Cushman Tack Company. The fire probably caught from a gas jet in a wooden L. The Charles Webster file works were also damaged. The Anthony & Cushman company had many tack machines in the building.

Miscellaneous.

Harriman, Tenn.—The Harriman Hoe & Tool Co. are now making 3000 hoes per day. They are now running extra time.

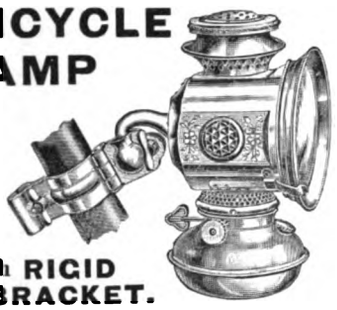
Springfield, O.—Springfield Foundry Co. are putting in $10,000 worth of machinery to manufacture machine tools. Casting work on hand is valued at $150,000.

West Union, O.—The Manchester Stove & Range Co., which was forced to close down in 1896 on account of dull times, has felt the reviving touch of McKinley prosperity. The company has been reorganized and will start up its work with a full force in a short time.

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THE BANNER

BICYCLE LAMP



With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

. . MANUFACTURER OF . .

Patent Specialties.

Tin Cans and Boxes.

Patterns, Models, Drawings, Inventions Perfected.

Sheet Metal Stamping from your dies, or I will make dies for you. Send sample or drawing for prices. Specialty of fine experimental work.

F. S. BURROWS,

FACTORY, 305 PEARL ST., OFFICE, 107 BEEKMAN ST., NEW YORK.

DUNBAR BROTHERS
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS MADE FROM
SHEET STEEL STEEL BRASS WIRE
BRISTOL, CONN. P.O BOX 416

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 491-493 Broadway, NEW YORK

GEO. F. TAYLOR'S SONS,
80 Pine Street, New York.
FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.

Carpenters' Tools.



All Fully Warranted.
Now is the time to sell them.

Sargent's Planes are first class goods throughout; well made and nicely finished.

Sargent's Screw Drivers are superior tools that are appreciated by good mechanics.

Sargent's Saws are perfect. There are no better Saws than these in the world.

Sargent's Squares are standard goods, carefully made from best steel.

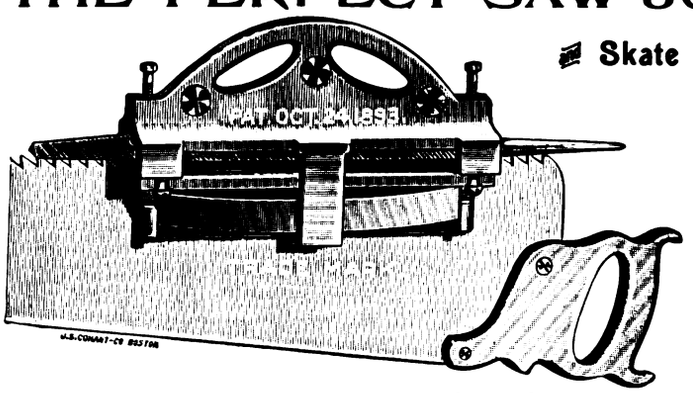
Sargent's Steel Hammers are made of solid cast steel. They are of the highest grade.

Sargent's Augers and Bits are branded "U. S." They are meant for use day in and day out.

SARGENT & CO., New Haven, Conn.; New York; Philadelphia; Boston.

THE PERFECT SAW JOINTER

Skate Sharpener.



Adjustable to any thickness of blade .

Uses any common file.

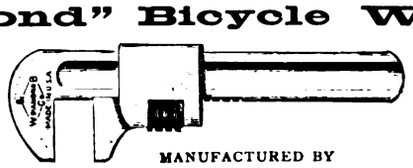
Write for prices.

The only Practical Jointer and Skate Sharpener on the market.

THE PIKE MFG. CO., Sole Agents, **PIKE STATION, N. H.**

"Diamond" Bicycle Wrench.

Length over all - - 5½ in.
Opening bet. Jaws 1⅛ in.
Weight - - - 6 ozs.



This wrench is Drop Forged from a good quality of steel, Nickel Plated, Hardened Jaws and is very quick acting.

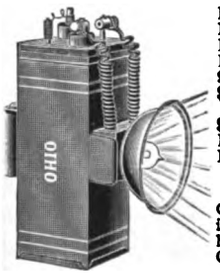
Send for our prices. . .

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THE WHITMAN & BARNES MANUFACTURING CO.,
New York, N. Y. Akron, O. Cincinnati, O. Chicago, Ill. Kansas City, Mo. San Francisco, Cal.

Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS
Representing Leading Manufacturers.
(Accounts Solicited.)
304 Magazine St., New Orleans, La.

WE UNDERSELL ALL.
It gives a Light that's White and Bright,
And two cents is the cost per night.



Bicycle Elec. Lights	$4.(
Necktie Elec. Lights	1.(
Edison Elec. Motors.	1.(
Battery Fan Motors.	5.(
$8 Medical Batteries.	3 (
$100 Bicycles, best make.....	39 (
$1.25 Bicycle Bells....	.5(
Electric Bells, finest.	.3(
Dry Batteries, best..	.(

Discount to Dealers.

Our Bicycle Electric Light is the best thing that ever happened. . . .
Catalogues free.

OHIO ELECTRIC WORKS, CLEVELAND, O.

HAGAN'S

TRADE MARK.



BULL DOG

LEATHER.

Bull Dog Lace Leather the best on earth. . .

JOHN C. HAGAN & CO.,
Manchester, Virginia, U. S. A.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Akron, Ohio.—The India Rubber Co. of this city have purchased the Warman-Schub Bicycle Co. of Chicago, and will remove the plant of the latter concern to Akron. The Warman-Schub Co. employ 500 men, and almost the entire number will be brought from Chicago.

Anderson, Ind.—J. B. Lott, who purchased the plant of the Anderson Bicycle Wheel Co., has rented the large room in the Donnelly block on South Meridian Street.

Cedarville, N. J.— Mulford Davis has opened a bicycle repair shop.

Elizabeth, N. J.—The Best Mfg. Co. have filed articles of incorporation with the clerk of Union County. The company will manufacture and deal in bicycle sundries.

Grand Forks, N. Dak.—DeRoche & Kilgore, bicycle headquarters, DeMers Avenue and Fourth Street, announce that they are now open for business with a full line of bicycles and a large line of sundries.

Grand Rapids, Mich.—Articles of incorporation of the F. B. Parks Tire Heating Co. have been filed in the office of the county clerk. The company will manufacture a tire healing compound and other bicycle sundries. The capital stock is stated to be $60,000, and $36,000 is paid in.

Madison, Wis.—The D. D. Warner Co. have started in business at No. 114 State Street, in the manufacture, repair and sale of bicycles.

Newark, N. J.—The Eisenhuth Bicycle Co. Capital, $100,000. Corporators: John W. Eisenhuth, Clifton T. Geddes and James Q. Barcus, of New York, and Wilbur F. Steele.

New York, N. Y.—F. W. Cuttrell Co. has been incorporated by Howard C. Winne, Frank W. Cuttrell and Myrtie E. Winne; to manufacture bicycles. Capital stock, $5000.

Port Richmond, N. Y.— J. Lake has opened a new store on Richmond Avenue.

Somerville, N. J.—The Frazer Sun & Planet Co., with a capital of $100,000, has been incorporated in the Somerset County clerk's office, at Somerville, N. J. The incorporators are: John A. Frech, of Somerville; David A. Frazer and J. Davis, of New Market; George M. Frech, of Annandale, and Edward L. Clark, of Dunnellen. The plant of the company will be at Plainfield. It will manufacture bicycles and bicycle sundries.

Washington, D. C.—The Century Cycle Co. has been organized under the laws of the State of Virginia, for the purpose of carrying on a general bicycle business. It has purchased the plant of the Sylph-Winton Cycle Agency, at Sixth and F Streets, N. W., and will continue the business. The officers and board of directors of the new company are: Charles J. Gillette, president; Chapin Brown, vice-president; Charles G. Watson, secretary; Porter J. Coston, treasurer.

Waterloo, Iowa.—L. C. Stifler and his force of men are busily engaged in arranging for the opening of his bicycle factory on Lafayette Street.

Changes and Removals.

Anderson, Ind.—The Anderson bicycle plant has been sold at receiver's sale to J. B. Lott. The plant was invoiced at $26,000, and sold for $7200.

Chicago, Ill.—Chicago Corundum Wheel Co. has certified to a change of name to the Chicago Wheel Mfg. Co.

Chicago, Ill.—The North Chicago Bicycle Exchange has certified to a change of name to the A. J. Kalkus Tailoring Co.; also change object of corporation.

Hoopeston, Ill.—Jas. M. Newton, Hardware, will add bicycles.

Los Angeles, Cal.—V. R. Bennett, bicycles, reported to be selling out.

Middletown, Conn.—Bryan & Parker have disposed of their interest in the bicycle repair business to the firm of Campbell & Connery. They took charge at once, and will continue the jobbing as usual, only more extensively. The firm will make wheels to order.

Seymour, Conn.—The H. A. Matthews Mfg. Co., of this place, having manufactured parts of bicycles for several years, are now making the complete machines.

Syracuse N. Y.—George H. Lloyd has resigned his position as traveler for the Barnes Cycle Co., to take the general management of the new Hollenbeck Saddle Co., which concern has been recently incorporated and organized into a stock company having a capital of $35,000, to manufacture hygienic bicycle saddles, leather specialties and gear cases for bicycles. At a meeting of the board of directors the following officers were chosen: President, Robert Cronsdale; vice president, John W. Teller; secretary, W. L. G. Thomas; treasurer and manager, George H. Lloyd.

Wallingford, Conn.—R. E. Badger & Co. have bought out the bicycle business of F. A. Norton & Co.

Washington, D. C.—Cline Bros., bicycle sundries and athletic goods, No. 909 Pennsylvania Avenue, N.W., will sell out this line of goods.

Miscellaneous.

Bristol, Conn.—The brake department of the New Departure Bell Co. are compelled te work overtime to fill orders.

Orlando, Fla.—The Lozier Mfg. Co., who manufacture the Cleveland bicycle, have made F. N. Boardman a substantial present as a token of appreciation of his success in selling wheels. He has sold fifty-five within the past seven months.

Toledo, Ohio.—The Snell Cycle Fittings Co. have received foreign orders amounting in the aggregate to 1900 wheels.

The Engineer in Modern Warfare.

The present agitation in connection with a possible outbreak of war brings to the public mind most forcibly the remarkable extent to which engineering has entered into all the details of modern warfare. Whether war occurs or not, it cannot but be realized that it is to the work of the engineer more than to any other member of the community that the country must look for defense or offense, and that it is in the machine shops and ship yards, in the drafting rooms and mechanical laboratories, that the destinies of modern nations are to be decided.

One has only to look back a few hundred years in history and note the absolute transformation wrought in warfare as soon as the introduction of gunpowder and fire artillery became an accomplished fact. The trained knight, bred to arms, and honestly believing that in him lay all the science of warfare that could ever be possible, was suddenly transformed into a ridiculous Don Quixote, helpless before the rude band of peasants, who, with their "villainous saltpeter," made all his knowledge of the art of war obsolete. To-day we are undoubtedly on the verge of a similar transformation, and should the misfortune of war become a dire necessity, there is every reason to believe that the ingenuity of American engineers, constructors and inventors would evolve devices of destruction before which the existing battleships and fortifications would soon be relegated to obscurity. Two instances of most recent occurrence have demonstrated the weakness of modern warships; one the case with which the single blow of a ram sent the *Victoria* to the bottom of the Mediterranean, the other the havoc which a single explosion wrought upon the *Maine* in Havana harbor. The modern warship is fatally like the armored knight of mediæval times, vulnerable because of exceeding bulk and clumsiness, a fair mark for the skill of the engineer who can combine force and motion and substitute rapidity for massiveness, and secrecy for strength.—*The Engineer.*

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STERLING BELLS.



One Best THE Sterling.

Bells of all Description.
Send for Catalogue.

N. N. HILL BRASS CO.,
East Hampton, Conn.

DOUBLE STROKE A.1.



DUNBAR BROS.
BRISTOL, CONN.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

"TOOLS THAT WEAR."

HELLER'S

CELEBRATED AMERICAN

Horse Rasps, Files, Farrier's Tools and Machinists' Hammers.

MADE SINCE 1836.



Nothing about **Heller's** is guessed; every part has stood **Time's Test.** They have passed the stage of experiment; are made by the gauge of experience. Every one made from our **own make** of **Clay Crucible Steel** and **Tempered** by a **process Strictly Our Own.** Highest award for superior quality at the Nashville Exposition in 1897.

1898 CATALOGUE MAILED FREE.

Heller & Bros., Newark, N. J.



TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S
STEAM & WATER PACKING
Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS.

THE NEW "PERFECTION" HALTER CHAINS.



These chains are not readily distinguished from the German Welded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts.

WE MAKE THE BEST SASH CHAIN—THE "MONARCH."

THE BRIDGEPORT CHAIN COMPANY, Manufacturers, **BRIDGEPORT, CONN.**



The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. **Price $1.00 each.**

MANUFACTURED BY **J. DOUGHTY & CO.,**
Pat. Jan. 11, '98. **1025 Arch St., Philadelphia, Pa.**

DAVID S. SHEARMAN,
89 Fulton St., New York. Manufacturer of

WHITE ENAMEL LETTERS and FIGURES, for attaching to Window Glass, Wood, Stone, or any comparatively smooth surface. Artistic designs. **ENAMELED IRON and COPPER PLATES, last forever,** used for **Signs** of every description, truck and wagon signs, house and hotel numbers, plates designing **Entrance, Exit, Toilet,** etc., **Advertising Plates.** Our **White Enamel Letter Signs** and **Enameled** and **Copper Plates** for **Advertising** purposes, with any lettering or trade design in any colors, printed on the white enamel surface and **fired in** are placed by experienced men on the windows and fronts of groceries, drug stores, cigar stores, etc., in all parts of the United States and Canada. Esterbrook Pens, Gen. Arthur and Smokette Cigars, Jaxon Soap, Sen-Sen, Lewis Lye, Tetley's Teas, and many others are familiar signs placed by us. **You pay for the signs, and the work of placing them---we secure the space---which is invaluable, AT NO COST TO YOU.**

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THE MOST COMPLETE LINE OF SPRING HINGES IN THE WORLD.

VAN WAGONER & WILLIAMS HARDWARE CO.,

Eastern Warehouse and Export Office,
14 WARREN ST., NEW YORK, U. S. A.

MANUFACTURERS, CLEVELAND, OHIO.



GEM SPRING HINGES.

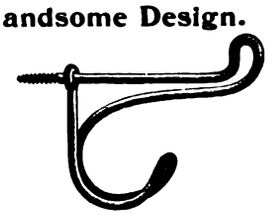
For over twenty years the leading Spring Hinge on the market.

STRONG. - - DURABLE.
PRICE SATISFACTORY.



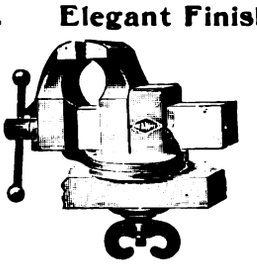
SAMSON ANVILS.

Handsome Design. Strong. Elegant Finish.



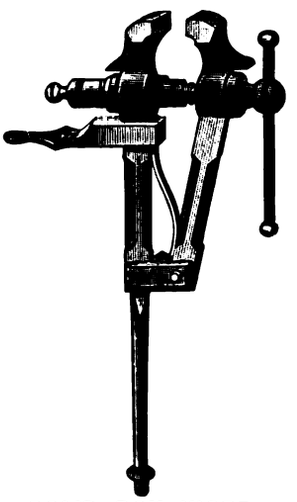
GEM WIRE COAT AND HAT HOOKS.

Constantly Increasing sales testify to their superiority. . . . .



BENCH VISES

Machinists', Woodworkers', Farmers'.



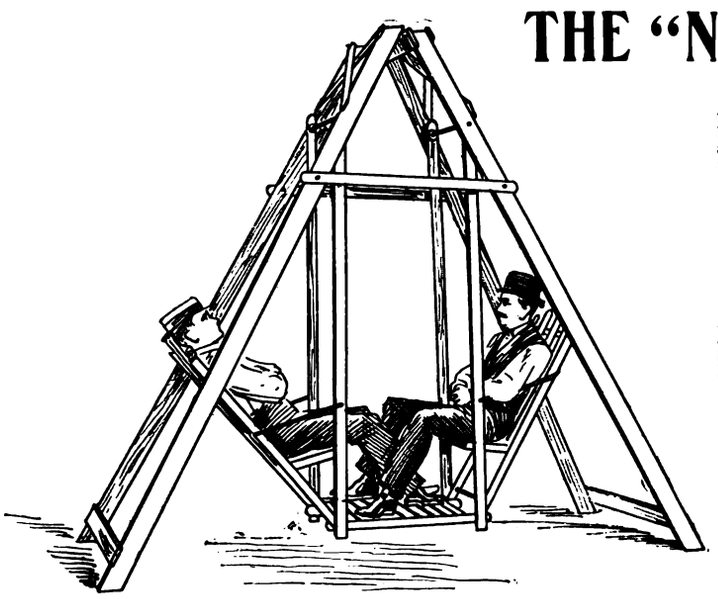
SOLID BOX VISES.

The V. W. & W. H. Co. Solid Box Vises, made of steel, are the strongest, best made and *best finished* Blacksmith Vises on the market. A sample lot will convince you. . . . . .

We also make Door Springs, Screen Door Hinges, &c.

OUR COMPLETE CATALOGUE MAILED ON REQUEST.

THE "NEW EASY" LAWN SWING.



☞ Most perfect and easily operated Lawn Swing on the market. Made of the very best material, attractively finished, automatic in operation. The backs of the chairs are adjustable so they can be set up straight or inclined at any angle you want it. The platform that the feet rest on is also adjustable.

Dimensions.

Total ground space occupied, -	10 ft. x 4 ft.
Length of foot rest - - - - -	2 ft. 10 in.
Width of foot rest, - - - - -	1 ft 6 in.
Height of back above seat, - -	2 ft. 8 in.
Length of the four large uprights, -	10 ft. each

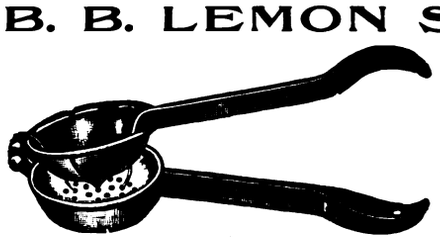
THE "NEW EASY" is a good, strong and substantial swing, can be taken apart and moved in a moment's notice; arranged to fold up like a jack-knife and put away for the winter, occupying but very little space. Its adjustable features make it a combined swing and hammock, especially adapted for the Park, Lawn or Veranda. Nicely painted and attractively finished

Price to the Trade, $3.75 each. We are Centrally Located . . . and Get the Best Freight Rates. . . .

The Strobel Manufacturing Co.,

MARION, OHIO.

B. B. LEMON SQUEEZERS.



A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

SEND FOR PRICES ON EXTENSION LADDERS.

Berger Bros. Company,

Mfrs. Tinners' Hardware and Roofers' Supplies. PHILADELPHIA.

PLEASED with RESULTS.

John N. Hager, Fort Atkinson, Wis. [*Fork, Shovel, Rake and Hoe Brackets*]: Am well pleased with the results of my advertisement in HARDWARE.

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F. E. KOHLER & CO. CANTON, OHIO.



THE HARDWARE SPECIALTY MFRS.

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ROGERS Brand

THE REAL ARTICLE

OF

SILVER PLATED WARE

recognized as the standard of quality the world over is the . . .

ROGERS "ANCHOR" BRAND.

It represents all that is possible in stylishness and true, lasting quality. It is backed by a half century's successful record. . . . Learn more about it by dropping a line for catalogue to——

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

THE WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

——THE VERY BEST——

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark ✱ ✠

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES

Sole Agents for

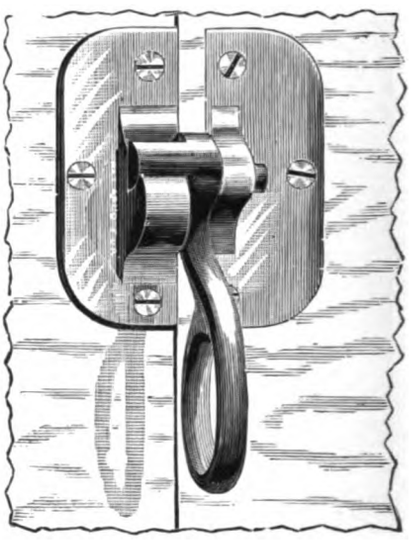
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES,	HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO.	
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



Manufactured and sold to the trade by

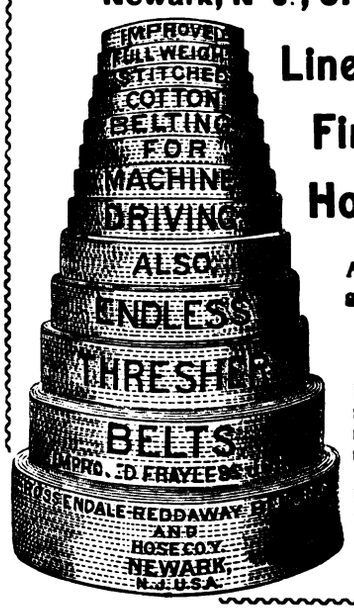
P. J. CONROY,

Beware of Infringements. Paschall, Phila.

THE

ROSSENDALE-REDDAWAY BELTING & HOSE CO.,

Newark, N. J., U. S. A.



Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.

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$1,250.00 for ten Oldest Bicycles in America.

Ten New HOWARD CHAINLESS
To be given in exchange.

OUR Advertising Department proposes to give ten latest Improved Howard Chainless Bicycles, valued at One Hundred and Twenty-five Dollars each, ($1,250.00) in even exchange for an equal number of the oldest bicycles of any make, in good order and condition for use. Awards to be decided from applications sent in before the 4th of July.

All You Have to Do is to send the information to us in a sealed Envelope:—1. Your name, residence and postoffice address. 2, The name, factory number and description of your bicycle. 3. How long you have owned it and how long you have ridden it. 4. If you want our illustrated catalogue send two 2-cent stamps.

If you own an old bicycle you merely send the required information. It may bring to your door the best bicycle in the world in exchange for your old one. This is no scheme to secure a payment, subscription, or admittance for a book agent. We want the names of people who can use good bicycles. We make HOWARD CHAINLESS BICYCLES exclusively and want to sell one or two in every town this season. Have been making chainless bicycles for years. If no agent in your town handles the Howard Chainless write us at once. Address

Advertising Department **HOWARD CHAINLESS CYCLE CO.,** 760 Summer Ave., Newark, N. J.

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The Columbus Association.

Editor Hardware: The Wholesale & Retail Hardware Association of Columbus, Ohio, was organized April 28, 1897, for the following reasons:

First: For the protection of the mutual interests of its members.

Second: For the collection of valuable trade information.

Third: For the advancement of the social interests of its members.

The officers elected at the time of organization and still holding office are as follows:

President: E. L. Harris, of J. S. Abbott & Co.

Vice-President: J. H. Smith, of the Smith Bros. Hardware Co.

Secretary: D. R. Burr, with the Kilbourne-Jones Co.

Treasurer; Darius Tallmadge, of the Tallmadge Hardware Co.

The different committees appointed at the time of organization with their chairmen are as follows:

Grievance Committee: C. B. Burr, of Blackwood, Green & Co.

Price Committee: E. B. Kurtz, of the Kilbourne-Jones Co.

Credit Committee: Darius Tallmadge, of the Tallmadge Hardware Co.

Membership Committee: O. L. Davis. of the Smith Bros. Hardware Co.

Room Committee: J. L. Green, of Blackwood, Green & Co.

The duties of the above committees are designated by the names of the committees. The membership at this time is composed of twenty-two firms comprising all but one or two of the Hardware houses in the city.

The Association has accomplished a great deal in the direction of avoiding unnecessary cutting of prices on some staple articles that buyers are in the habit of shopping on from one store to another, and all dealers know from experience that many customers are very forgetful or careless about making true statements when they go from one store to another. The Hardware dealers in Columbus find by comparing notes that they have been relying too much on the word of their customers, and have been grossly imposed upon. The Association has brought them together often and they have confidence in each other, and instead of taking a customer's word that he can buy an article at some ridiculously low price, they communicate with the merchant who is represented as having made the low price and find he has not done so. In other words, they have quit being beaten down on goods. They have come to the conclusion that the correct way to sell goods is to ask only a reasonable profit, and if they cannot sell let the customer go, and as a rule he does not go but buys what he wants at the dealer's price. If dealers are honest with each other, and know what they can afford to sell goods for, and then stick to their price, it will not be long until their customers are educated up to the point of not beating down, and the customer will have more confidence in the dealer. One secret of the department store success is there is one price system. Everything is marked in plain figures and that is the price. If an article is marked 21 cents it means 21 cents, not 20 cents. If a customer finds he can beat a merchant down on the price of one article, that customer will never buy anything of that merchant without trying to beat him down.

Our Association meets the first Wednesday in each month, and is well attended. The annual election occurs the first Wednesday in May. It is the opinion of each member of the Association that it is a success, and as we learn wisdom by experience, the benefits will be greater and better appreciated. Smith Bros. Hardware Co.

Columbus, O.

Compass needles are made of very hard steel, as such steel endowed with magnetism retains it permanently.

Brass Furniture Trimmings.

Every Hardware dealer will recognize the necessity for carrying a well selected stock of such brass furniture trimmings as are apt to be in general demand. In every town, no matter how small, there are always one or more furniture repair shops which constantly need goods of this description; more especially, drawer pulls and escutcheons of Colonial design that are suitable for much of the antique mahogany furniture that is constantly being refurbished. These shops, as a rule, do not buy in large quantities like the wholesale manufacturers, and are dependent on the local Hardware dealer for their source of supply. Then again there is always a large class of amateur tinkers, in every community, who are constantly fitting up things to be used about the house, and want brass screw knobs, hat and coat hooks, drawer pulls, handles, knobs and rings of various descriptions. And again, there is always a demand for brass curtain rings and screw rings. To the dealer who is wide-awake enough to want to cater for this class of trade, we could call attention to the goods manufactured by the American Ring Co., Waterbury, Conn., and illustrated in their handsome 184 page catalogue of brass furniture trimmings, which will, we presume, be sent to any dealer who requests it and mentions *Hardware*. We find,



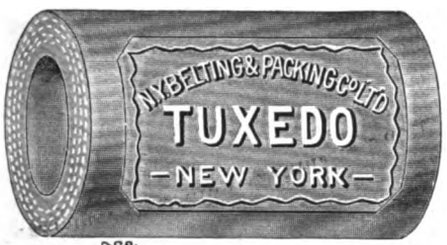


in this book, illustrations of brass corner plates, umbrella arms, hinge plates and towel racks. Although these goods are not ordinarily kept in stock by the Hardware dealer, readers might often find a chance to sell them on special order, if they could show illustrations of the goods, and this catalogue would enable them to do so. This company are also manufacturers of sleigh-bells and brass bedstead trimmings, and make to order, a line of brass and irons and standards for mirrors and onyx tables. Besides these goods, they are manufacturing a line of small novelties for gentlemen's wear, in which the Washburne Patent Fasteners are used. These include necktie, cuff, pencil and eye-glass holders, hose and drawers supporters, collar buttons and a very ingenious bachelor's button intended to slip on in an instant, to take the place of the suspender button, whose loss is so keenly felt, the moment it is gone. Besides these they make key chains in nickel plate, phosphor bronze and aluminum, which may be fastened to the edge of the pocket or the waistband. These articles all retail for ten cents, except the key chains, and would make a good line for the Hardware dealer who handles novelties. They are easy to slip on and off and hold with a bull-dog tenacity without injury to the fabric in any way. Write to the American Ring Co. for full particulars, prices and discounts on all of their goods.

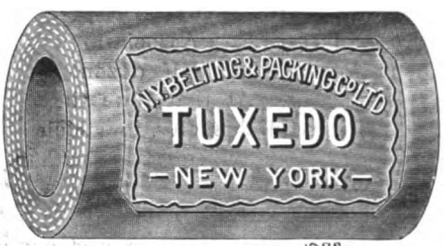
It is stated that the consumption of gas among the working class in Great Britain has been greatly increased by the introduction of coin meters. To consumers of this class a supply of gas by coin meters is a great boon, and is much appreciated. It is said to be much safer than lighting by oil, which it is rapidly superseding; and the cost, in most cases, is less. The extra cost of supplying gas by coin meters has not yet been determined in many towns with any degree of accuracy, as the system has not been established sufficiently long to obtain reliable information.

The man who indulges in a single advertisement, and then rails at the returns, is like the boy who studied law two days and then said: "The law ain't what it's cracked up to be. I'm sorry I learned it."—*Ironmongery.*

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GARDEN HOSE

Have you a customer who wants the best Garden Hose money can buy—something that will last and last? **Give him 1846 Para—we don't know how to make a better Hose.**

Is your water pressure unusually heavy, and have you had trouble with ordinary hose? **The duck in Tuxedo is the strongest ever put into Garden Hose;** there isn't a water works pressure in the country that can burst it.

Have you any ladies among your customers? They always like red, and in summer have a weakness for white—**Oxford is made in just these colors.** It will please them—and it wears as well as it looks.

These are simply samples of our line—five other grades of rubber hose and two of cotton to choose from. Full assortment of sprinklers, reels, nozzles, hose couplings, menders, bands, clamps, etc. Call or write for new booklet—"Your Silent Salesmen," samples and prices.

Belting.
Garden Hose.
Water Hose.
Fire Hose.
Suction Hose.
Steam Hose.
Air Hose.
Hose Fittings.

New York, 25 Park Place.
Chicago.....143-145 Lake St.
St. Louis.....210 North 12th St.
Indianapolis....79 S. Illinois St.
Philadelphia ...308 Chestnut St.
Boston.....24 Summer St.
San Francisco... 509 Market St.
Cleveland.. W. H. H. Peck Co.
N. Orl's, Woodward Wight & Co.
Indianapolis,
Central Rubber & Supply Co.

Packing.
Gaskets.
Tubing.
Rubber Tiling.
Rubber Matting.
Emery Wheels
Specialties.
League Tires.

NEW YORK BELTING & PACKING CO. LTD

PIONEERS AND LEADERS.







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THE NATIONAL HARDWARE ASSOCIATION.

Editor Hardware: Some twelve years ago, the idea of forming a local Hardware Association in Philadelphia was discussed between some half dozen persons, the writer among the number. At that time there were wholesale Hardware houses in this city, in which members of the firm were not personally acquainted with members of other firms; indeed there were several firms who scarcely knew some of their competitors by sight.

This Philadelphia Association was composed of both jobbers and manufacturers. During the interim, strong ties of friendship have been formed between jobbers themselves, between manufacturers, and between jobbers and manufacturers. Meetings were held monthly, matters of general interest discussed, papers of an intellectual nature read and commented upon. Thus competitors came frequently in contact with each other, and there was always something far above and beyond the "talk of shop" for a subject of conversation, and it soon became evident that there was no reason why friendship should not exist between persons in one line of trade, any more than it could exist between dealers in dry goods or groceries, or bankers and Hardware dealers.



W. W. SUPPLEE, PREST. NATIONAL HARDWARE ASSOCIATION

Some five years ago while attending the New York Club banquet, and during a conversation with representative guests, the writer found how many were quite unfamiliar with even the names of firms or dealers in Hardware in distant cities. Local associations had been formed in two or three other cities, but nothing that would tend to acquaintance beyond the borders of their own cities.

The Southern Hardware Jobbers' Association was formed soon after that date, the first meeting being in Richmond.

This Association has engendered friendship and extended the hand of fellowship to competitors, and mutually pleasant relations exist with manufacturers.

During the fall of 1894, the wholesale dealers of Hardware in the city of Cleveland conceived the idea of forming a National Hardware Association of the United States, and after consultation with jobbers located in a few other cities, it was believed the idea was feasible, and a meeting was called for December 13, 1894.

At that meeting practically all present were impressed with the fact that competition in trade was not a menace to sociability and friendship, and that the idea was unworthy of the intelligence which our craft represents. They believed there was no intelligent reason why acquaintance or friendship could not consistently and harmoniously join hands in the struggle for trade.

Although some forty-seven large firms were represented at the first meeting, at that session only twenty-eight firms there signed the constitution and by-laws; the others present desired to consult with absent partners. The foundation thus laid, in December 1894, has been more solidly cemented with each year and with each additional member, and at the first annual meeting the membership had increased fourfold, and at the last convention, a membership almost double the number on the roll in 1895 was reported.

Article No. 2 of the constitution and by-laws reads as follows: "*The object of this Association shall be the promotion of more friendly business relations, and mutual confidence and good-will with each other and with manufacturers.*" This Article is the foundation stone upon which the entire structure is built.

The policy of the association is somewhat dissimilar from that of other national organizations in our country. We concede and recognize the fact that each firm reserves the right to conduct its own business, while at the same time realize the wholesome effect of the restraining influence, without which, perhaps, occasional vindicative feeling, disturbances in trade, or embarrassing irregularities might arise which judgment and prudence could prevent.

The association advocates in all cases integrity, equity, justice and liberality in all trade dealings, the promotion and fostering of everything that will produce a better and safer system of business methods, discouraging and discountenancing injustice toward each other or toward manufacturers. In other words, we advocate and strongly urge one point, at which all jobbers and manufacturers can safely and judiciously aim, namely: "*A high standard of business methods.*" When this standard has been reached by both manufacturers and jobbers, most of the abuses of trade will have already been corrected. We believe manufacturers in conducting their business have inalienable rights which should always be respected and believe manufacturers' established prices, to which prices they themselves strictly adhere for a given quantity of goods, should be equally respected by the jobber.

The members of the association feel that the jobbers are as essential and necessary in marketing the goods as the workmen are in manufacturing the goods for the manufacturer, and further believe from practical knowledge and

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experience that through the channel of the jobbers, who represent the lines containing from five hundred to five thousand varieties, it can be done at a far less cost and expense than can possibly be accomplished by direct representatives of limited lines.

Working on this line, no intelligent jobber would think of establishing "fake stands" either in their city or interior towns as rivals to the retail merchant, neither would good judgment prompt them to establish branch retail houses in distant towns or cities, and thus become their own customers' (the retail merchants) rivals. Nor could this competition be conducted on the same expense account were they to make the effort.

The association is national in its character, extending from ocean to ocean, and accepting as members legitimate dealers from one end of the country to the other, of those who accept the broad principles we advocate, making a determined effort to secure through natural and harmonious co-operation the maximum high standard of conducting business.

The annual meeting is held on the third Wednesday of each November, at which time the President's address, referring to the results of the year, is presented to the membership; also the report of the secretary-treasurer, dealing with various matters coming under his jurisdiction.

The by-laws provide for a meeting of the executive committee at least twice a year, and this committee makes a report at the annual convention, as do also the various standing committees. The annual conventions have always been well attended, and great interest manifested in their deliberations.

It has fallen to the lot of the executive officers of this Association to lead the way, point out the path and clear the road of difficulties, obstructions and doubts which may have originally existed in the minds of a few jobbers, manufacturers or retail merchants regarding the possible success or either, national, sectional or local association in the various departments of trade and commerce.

At the time of the formation of this Association there were but few older associations of this nature in existence, and notwithstanding the depressed conditions of trade for three years after its formation, it has flourished and succeeded to an extent which amazed the few older organizations, and many have commented upon it as the most successful organization ever formed, and beyond this it has stimulated other branches of trade and commerce into harmonious co operation, and at a later date, perhaps suggested the idea to the National Association of Manufacturers, who have so aided our country in the export trade, which they have developed far beyond the most sanguine anticipations, and which time, money and energy expended in individual efforts have failed to accomplish. Indeed, exhausted energy lay helpless and charges to expense account had remained unbalanced when the call for a National Association of Manufacturers was made, which their stimulating efforts have enabled them to extend their trade in foreign countries to an amazing extent.

Since the formation of our Association I think there are over a dozen national associations in other branches of trade that have come into existence, and within the last two years Great Britain has followed the example and formed a national association and reports great success as attending its efforts.

The committee on fraternal relations in our association have advocated the formation of local associations throughout the country on the lines laid down by the parent association. The success attending this, unquestionably has had no uncertain influence in the healthy growth of the retail Hardware local and sectional associations which have come into existence in the last few years, and we are informed that great good has been accomplished which could not have been secured through the scattering fire of individual efforts.

We hail those local and sectional associations of retail dealers, and we believe that if they will organize in the proper way, they can do much to make their business more pleasant and more profitable.

I feel that the associations alluded to will have a great deal of work along the line of protecting their interests against elements which seem to threaten the very existence of the retail trade.

There are a great manny matters, such as the arrangement of show-rooms; the selection of suitable stocks, the best method of advertising, and kindred subjects, which will permit of a large interchange of views to the mutual benefit of all participating in the conferences resulting from the formation of these local associations.

I predict for your anniversary edition some very interesting information from the various trade organizations



H. H. BISHOP, VICE-PRESIDENT.

throughout the country, and desire to congratulate you upon this renewed display of enterprise.

Yours truly,

WILLIAM W. SUPPLEE,

President National Hardware Association.

Philadelphia, Pa.

As a matter of historical record, we take the liberty of supplementing Mr. Supplee's most able and valuable contribution to the history of the National Association, by a presentation of some matters of record in connection with the formation and history of this Association. In December, 1894, a notification was issued to the prospective members of the proposed Association to the following effect:

"We take pleasure in advising you that the meeting of the wholesale Hardware dealers of the United States, to which we invited you under date of November 10th, will be held in this city December 13, 1894."

There gathered in Cleveland in response to this call a large number of leading representatives of the trade. William W. Supplee was elected temporary chairman, and W. H. Coles, of the McIntosh-Huntington Co., Cleveland, temporary secretary. Various papers were read, showing the feasibility and advisibility of forming a National Association. A committee was appointed to formulate a constitution, and when they reported the constitution which

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they proposed, it was adopted, and the following officers were elected:

President: William W. Supplee, Philadelphia, Pa.

First Vice-President: John Alling, Chicago, Ill.

Second Vice-President: A. D. Langstaff, Memphis, Tenn.

Executive Committee: S. A. Bigelow, Boston; H. H. Bishop, Cleveland; Frank Shapleigh, St. Louis; Frederick Barker, Elmira. N. Y.; W. P. Smith, Knoxville, Tenn., and F. C. Pritzlaff, Milwaukee.

Secretary-Treasurer T. James Fernley was elected by the executive committee at a little later date, and the wisdom of that selection, the history of the Association well shows. A banquet was an incident of this first gathering, and the Association commenced life under the most favoring auspices.

The second meeting of the Association was held in Pittsburg, in November, 1895, and the occasion was one long to be remembered, not only because of the interest taken by the members, but also on account of the hospitable manner in which the manufacturers and jobbers of Pittsburg united



JOHN BINDLEY, MEMBER EXECUTIVE COMMITTEE.

in entertaining their guests. The following officers were elected:

President: W. W. Supplee, Philadelphia.

Secretary-Treasurer: T. James Fernley, Philadelphia.

First Vice-President: H. H. Bishop, Cleveland.

Second Vice-President: John Alling, Chicago.

The executive committee consisted of S. A. Bigelow, Boston; F. F. Strong, St. Paul; Brace Hayden, San Francisco and New York; Theo. S. Buhl, Detroit; Col. B. S. Eshelman, New Orleans; C. W. Tillinghast, Troy, N. Y.

The third annual meeting was held in Philadelphia, on November 18, 19 and 20, 1896, and was one of the largest, most successful, most useful and most cheerful gatherings of the kind ever seen in the Hardware or any other trade. The visitors were most hospitably entertained by the manufacturers and jobbers of Philadelphia, ending with a grand banquet at the Union League Club. The following gentlemen were elected officers:

President: W. W. Supplee, Philadelphia.

First Vice-President: H. H. Bishop, Cleveland.

Second Vice-President: John Alling, Chicago.

Secretary-Treasurer: T. James Fernley, Philadelphia.

The executive committee consisted of, for three years: John Bindley, Pittsburg, Pa., and William Chamberlain, Portland, Me.

For two years: F. P. Strong, St. Paul, Minn., and Theo. D. Buhl, Detroit, Mich.

For one year: Brace Hayden, San Franciso and New York, and Col. Morris B. Belknap, Louisville.

The fourth and last meeting was held in Buffalo, N. Y., on November 17, 18 and 19, 1897, and the Hardwaremen in that city were not behind their associates of Cleveland, Pittsburg and Philadelphia in the warmth of their welcome and the generosity of their hospitality. The following gentlemen were elected officers for the present year:

President: William W. Supplee, Philadelphia, Pa.

First Vice-President: H. H. Bishop, Cleveland, Ohio.

Second Vice-President: Brace Hayden, New York.

Executive committee: F. P. Strong, St. Paul, Minn.; Theo. Buhl, Detroit, Mich.; John Bindley, Pittsburg, Pa.; William Chamberlain, Portland, Me.; H. S. Blossom, Cleveland, Ohio; R. W. Shapleigh, St. Louis, Mo.

The next meeting will be held in Milwaukee, Wis., in November of the present year.

What is Credit?

In a recent address delivered by Wm. B. Dean, of Nichols & Dean, St. Paul, Minn., the following description of credit was presented:

Webster defines credit as "Good opinion founded on a belief in a man's veracity, integrity, ability and virtue." You will observe that the elements which enter into the constitution of credit are manifold. It is not veracity alone, or the telling of the truth. Neither is it honesty alone, nor ability alone, nor virtue alone. It is the combination of all of these which constituts credit. Let any one of the elements be lacking, and the structure is not complete.

Were I asked to place in their relative position those different principles which enter into the constitution of credit, I should put above all others that of honesty, the ability to discern and to do the right, and to tell the truth. Next I should place ability, natural or acquired, the capacity properly to use the powers with which we have been endowed and to make the best use of the opportunities that come to us. The young man who has ability and honesty is never long in want of a situation, and never fails to rise in the world. At the bottom of the list I should place capital.

The Cary Mfg. Co.'s Patent Sustained.

As will be noticed by their announcement in this issue of *Hardware* on page 79, the patent granted to the Cary Mfg. Co., No. 403,178, dated May 17, 1889, on box straps, has been fully sustained by a decision of the United States Court.

The defendant in the suit, the result of which is so important, is ordered to produce his books and make an accounting to the Cary Mfg. Co. of profits and damages for the infringement of said goods. In connection with this system of box strapping now so popular with the different lines of business, it is gratifying to state that none of the patents owned by the Cary Mfg. Co. has ever been decreed invalid.

In writing advertisements remember you are appealing to the masses, and be careful to use the same phraseology that you would employ were you addressing a crowd of eager customers in your store. A simple, conversational style is the one to employ in this connection. Rhetoric is out of place, because the proportion of people in the average city who would appreciate a "learned" advertisement is so small that the number it would interest would not serve to pay for the advertisement.—*Michigan Tradesman.*

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EXPERT DINNER TESTIMONY.

Were any Court of Inquiry in this land to summon before it witnesses who were competent to speak on the question of Hardware Dinners, Alfred D. Clinch, of Underhill, Clinch & Co., New York City, would be counted among the experts. What Mr. Clinch does not know about Hardware dinners, would fill a very small book, and some idea of the extent of his lore and experience may be gleaned from the interesting article which follows. This was prepared by Mr. Clinch at the express invitation of *Hardware*, and we feel that it is a valuable contribution to the history of fraternity within the Hardware trade, of which these pages form a summary:

Editor Hardware: The purport of this article is to show by what means the dinners of the Hardware and Metal Trades of New York have become known for their completeness, and to aid our brothers-in-law of the Hardware trade who may be enrolled in similar lines of work.

Since I had the honor of inaugurating the first of the present series of Hardware Dinners, ably seconded by *Hardware*, the supervisory work has fallen to my lot, and as experience is a valued assistant in any line, it has been a particular aid in smoothing the path to the present standard of completeness from which the trade will accept of no retrograde steps. Had the first dinner been a failure, there would not be to-day the Hardware Club, for out of the dinner grew the club.

"Hello, Clinch! going to have a trade dinner this year?"

"You are a little previous; wait until you recover from your eating, while on your summer vacation."

"I will never forget this summer, even though I recover from its terrors."

What was the matter with this member of the Hardware Club? He had just returned from a summer "hotel" advertised to supply the best the market, *i.e.*, the landlord, could afford, and where they gave lectures on hygiene to prove that all the ills flesh is heir to, are caused by expanded stomachs, and the person was an enemy to mankind who wrote:

"All human history attests
That happiness for man—the hungry sinner!—
Since Eve ate apples, much depends on dinner."

The cue being dropped, and the question asked, the subject naturally comes before the next Board meeting, and one who is always in the Van when work is to be done, rises to the occasion, and in his dignified and courteous manner, thus addresses the chair:

"Mr. President, the time has arrived when we should decide if we are to have our annual trade dinner. They have attained such prominence, that it behooves us to get to work at once to secure speakers who will equal in character and quality those who we have so fortunately secured heretofore. And now, if it meets with the approval of the members present, I move the president appoint a dinner committee."

This is followed by the president appointing such a committee, of which the mover is always sure of being a large part because the others would not serve without him. Once having made a reputation for never shirking work on a dinner committee, you are always sure of an annual appointment. Following the appointment comes the selection of sub-committees on "Speakers," "Toasts and Topics" and "Arrangements." The most important of these is that on "Speakers," and should consist of not more than three members, for in case they should decide a junketing trip to Washington is necessary, they will spend all the money the general committee can afford. We once had such a committee composed of an editor, another who was fluent in English, and the third who acted as a Sergeant-at-arms. They came back flushed with "a promise from the President," "We have secured a Senator," and "We have corraled a Congressman." In combination, they seemed to have a pull, but when they slipped up on the final day, it was only safe to speak of it in whispers. The committee on "Toasts and Topics" should be composed of men with versatile and literary minds, for on them depends the hits and points from well-selected and catchy topics.

The committee on "Arrangements" calls for merchants who can discount the sayings of those who are to house the



ALFRED D. CLINCH.

affair, who are exact in their dealings and leave no loopholes. Over all the sub-committees, the chairman of the general committee must have oversight, and give his personal attention to the many small details consequent to a successful issue.

The committees must work in harmony and with a great deal of contagious enthusiasm, for by their optimism will be judged the coming event. All men like to be associated with successful affairs, be they social or financial, and if it is "the thing" to attend the Hardware dinners, no trouble will be experienced in disposing of the tickets.

Next in order must come the notification by circular of the members of the Hardware Club, members of the Hardware trade not connected with the club, those who have attended former dinners, and, lastly, those who have never attended the dinners, but who the committee feel should do so. This work means the sending of nearly one thousand envelopes containing the dinner circular, an application card for tickets and a return envelope. This work should precede the issuing of the dinner tickets by about three weeks, giving time for all to make up their minds

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and to cancel any engagements that might interfere with their attendance.

When the first of our trade dinners was held, the manner of sale of the tickets was hard to decide on, and very fortunately the C. O. D. was agreed to be the only feasible plan to bring happiness to the committee. Many hard arguments were used to change the tactics, but they missed fire.

"How much are the tickets?"

"Six dollars."

"Put me down for four."

"We do no putting down. Sign one of the application cards and hold yourself responsible."

"What's the matter—is not my word good enough?"

"Yes; but the card is filed for reference to aid the committee."

"When will the tickets be ready?"

"We will notify you."

In the meantime the dinner tickets have been prepared and the time for delivery is at hand.

"Here, Mr. Ferguson, are the four tickets you subscribed for."

"Thank you; I will send you the money."

"Well, we will hold the tickets, and when you are ready we will be on hand."

"Why, is not my word good enough?"

"Yes, for all except Hardware dinner tickets."

"Why, do you expect me to pay for them before I know if I can use them at all?"

And there comes the rub. There is no hesitancy about subscribing, but a good deal about paying. By strict adherence to delivery only for cash, those who subscribe will take no tickets they are not sure of using, and if disappointed in a guest, will ask another to take the place. This makes almost a certainty of there being no vacant seats after the tables are arranged.

The majority of the tickets having been disposed of, the chairman opens an intelligence office, of which the principal feature is the lack of information.

"I would like to see the table diagram."

"There is no diagram arranged."

"Well, I want to know who I am to sit with?"

"Why, I suppose you have stated your request on the ticket sent you for that purpose."

"No, I thought I would see who are going."

"Well, I thought I would put you alongside of Mr. Blank."

"What! Here, cross my name off. I was going to the dinner for pleasure. Did you place me there for a purpose?"

And so it goes on, day by day, the committee hearing the complaints and wondering if the congenials are all to stay away. The fateful day for arranging the tables should be postponed to the last moment, and the work done in secret at night in the sanctity of home. No copies should be brought down-town, so as to preclude the possibility of the seating information getting abroad, and they should be transmitted direct to the printer, and then the words "too late, the printer has them," can be said to the applicants who want to be sure "they are placed at the centre table about the middle of the room."

There is one committee appointed that has no work to do until the evening of the dinner, the Reception Committee, made up of representative men who are pleasing in their manners, and are well known to the general trade. They can be of great benefit to the general welfare and on their efforts much depends.

"Who are these bedecked gentlemen?"

"They are the elect of the Hardware Club. Its Board of Governors."

Duly decorated with silk badges, they and the Reception Committee have the entree to the hands of the guests and use their time before the dinner in introductions.

When the first dinner was to be held Sherry asked: "What time is the dinner announced?"

"Seven o'clock."

"Shall we have it ready to serve at 8 o'clock?"

"You have the doors open at 7:15 and we will go in."

"If you do you will beat the record, for it has never been done at a large dinner in New York."

When the time came the doors were opened and in walked 425 guests. The record was broken, and the Hardware dinners are now known for their punctuality among other many good features.

On such occasions the scene bewilders old timers, and their minds run back to the days of clerkship when cruller foundries and pie factories were the principal caterers. But now what a change has come over us!

After the invited guests have taken their places on the dais, and the governors have found their places at the heads of the tables, the others come in and all are ready for the feast so happily begun.

"What's the matter with the chairman, certainly everything is all right and every one pleased?"

No, some one has remarked he does not like his corner seat. Another is a little deaf, and is too far from the speakers. Another sees a person near him whom he wishes was further.

This is the burden the chairman anticipated and dreaded. He did the best he could, but some one must take the brunt. Former friendships are broken for supposed intentional acts, and the next year sees the aggrieved absent, and their places taken by others.

The arranging of the seats at the tables is harder than all the other work combined, and requires exactness, for there is the liability of some name being left out of the arrangement and the consequent leaving off the name from the menu card. The reading of the printer's proof and checking the names calls for work during the owl's hours, and is a constant anxiety.

All the menu cards at our dinners have had the names of the guests and the houses connected with. The preparation of this entails a great deal of work and requires careful study, so that no name shall be left off, and if such a serious mistake happens, woe betide the responsible agent, for the "out" will not appreciate why he of all others should be left off.

A nuisance is the late applicant for a ticket, who cannot see why the tables cannot be rearranged so he can sit with his friend. How often have I heard "Transfer him, he won't care," but what does the "transferred" think when he sees his name printed at another table, and what can the chairman say to his inquiry, "Why was I made a shift?"

Between the time of arranging the tables and the hour of the dinner, the surveying of the work must be done and the small items attended to. There must be provided rooms at a hotel for the out-of-town guests, carriages for the city guests, and silk badges for the committees, with their title painted on each.

It is wise not to vary the programme as planned, for invariably the added features will take from the pleasure of the whole. The dinner committee is always besieged by those who "have a great reputation (at home) for their wonderful talent." The impromptu speaker is also an enemy, under whatever disguise he may appear. Let them alone. It is only necessary to imbue your engaged speakers with the fact that speeches of substance, with sufficient sparkle, are wanted, so that the recollections will go back with pleasure. We could call the roll of speakers we have had, and point with pride to what they said.

A question always mooted at public dinners is whether wines shall be sold a la carte, or included in the price of the tickets. I have always been an earnest advocate of the a la carte, for under this plan the sale of wines is limited to regular users, and young men who might use it if free,

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hesitate to order it over their signatures. The result has been the opinion has often been expressed at our dinners that the condition of the guests was a striking contrast to the guests of the majority of public dinners with free wines. I would recommend this policy to our Hardware Associations in other localities, be they national or local, feeling assured they will meet with the hearty approval of their members, be they hard shells, moderate drinkers or temperance advocates. Besides, there is another very important feature that enters into the question, and that is the quality of the menu which is very materially affected by "with" or "without." Also the cost of the tickets can be put at a price reasonable for all, and insures a larger demand. This whole subject has recently been before one of our large Associations, whose last dinner included free wines which led to free speech and a free break-up. In future their policy will be changed.

To sum up with, I advise:

"Get through at a reasonable hour."

"Try to vary the trade magnates who sit at the guest table. Spread the honors around."

"Have music of good quality and intersperse with popular airs."

"Have no penuriousness in money matters; neither extravagance. The best is none too good."

"Music, flowers and decorations, secure free if possible, but if have to pay for get a 'tack' discount. Pay for as little as possible, but neglect nothing."

"Do not guarantee number of guests up to the number of tickets sold. Leave a good margin for absentees and notify exact number as late as possible."

The aftermath will bring a variety of fruit; criticisms against the work of the committee, congratulations from others, and the rejoinder from those who have done the work, "Well, every year we learn and next year we will ——." And as President McCartee says, "And so we go."

Alfred D. Clinch.

New York City.

Hardware Jobbers' Association of Pittsburg.

Editor Hardware: The geographical territory covered by our Association is Pennsylvania, west of Harrisburg, Ohio, east and southeast of Columbus, West Virginia, parts of Virginia, Maryland and Kentucky.

The first steps towards organization were taken in casual meetings early in 1892, and made more manifest through a banquet tendered the jobbers of Pittsburg, Allegheny and Wheeling by the jobbers of Cleveland, in the spring of that year, which was a happy occasion, and brought about a good feeling between the houses taking part. The Association was organized July 20, 1892, with the following membership:

Logan, Gregg & Co.; Wharton, Bakewell & Co.; Jas. C. Lindsay & Co.; Bindley Hardware Co.; Jos. Lautner & Co., Allegheny; Ott Bros. & Co., Wheeling, who subscribed to the rules and by-laws.

The election of officers for the last year resulted as follows:

President: W. C. Reitz.
First Vice-President: W. P. Heiskell.
Second Vice-President: J. H. Gettleman.
Secretary: Samuel J. Davis.
Treasurer: Thomas A. Parke.

At this meeting, as well as the preliminary ones previously held, there was manifested the very best of feeling, which has been well sustained since that time. The late Thos. A. Parke, of Logan, Gregg & Co., who died in November, 1895, was an active participant in the meetings, and always a strong advocate of Associations. The late Jas. C. Lindsay, for some time prior to his death, displayed quite an interest in the Association, and, like Mr. Parke, was a man of strong convictions, of marked ability, and possessed the faculty of expressing himself clearly, and always to the point. Others invariably present at meetings in those days were: Thos. McMurray, of J. C. Lindsay Hardware Co.; Chas. Wharton, Jr.. of Wharton, Bakewell & Co.; J. H. Gettleman, of Jos. Lautner & Co.; W. P. Heiskell, of Ott Bros. & Co., and the writer.

The meetings are interesting; a number of them quite so. We recall one held at the handsome suburban home of W. P. Heiskell, of Wheeling, on November 1, 1892, the members from Pittsburg present being Thos. A. Parke, Chas. Bakewell, Jas. C. Lindsay, Secretary S. J. Davis and the writer; from Wheeling: M. L. Ott, W. P. Heiskell and Wm. Cruikshank (now deceased), of Greer & Laing. Mr. Heiskell had also as guests Messrs. Geo. T. McIntosh and G. W. Avery, of Cleveland. Our host treated us royally on that occasion. The business meeting in the afternoon was a long and spirited one, all present taking part and many points of interest were freely discussed. Our friends from Cleveland returned at night with the Pittsburg men, and were their guests at dinner at the Duquesne Club, before leaving for home. This was the only meeting held outside of this city. Since the deaths of Messrs. Parke and Lindsay, Robert Repp usually represents the Logan-Gregg Hardware Co., and A. J. Bihler the Jas. C. Lindsay Hardware Co. Meetings of late have not been held regularly, but as occasion demanded, although it is now proposed to re-establish fixed dates, and it will, no doubt, be done. The present officers are:

President: W. C. Reitz.
Vice-President: Thos. McMurray.
Treasurer: Geo. B. Logan.
Secretary: J. O. Fitzsimmons.

The membership constitutes: Jas. C. Lindsay Hardware Co., Logan-Gregg Hardware Co., Bindley Hardware Co., Lautner Hardware Co., Ott Bros. & Co., Wheeling.

There is no good reason why the Association should not be of great service to its membership and the trade in the future. It has been of benefit in the past, and by the exercise of an active interest on the part of its members, the very best results will attain.

Very truly yours,

W. C. Reitz,
President Pittsburg Hardware Jobbers' Association.

Pittsburg, Pa.

American Files Abroad.

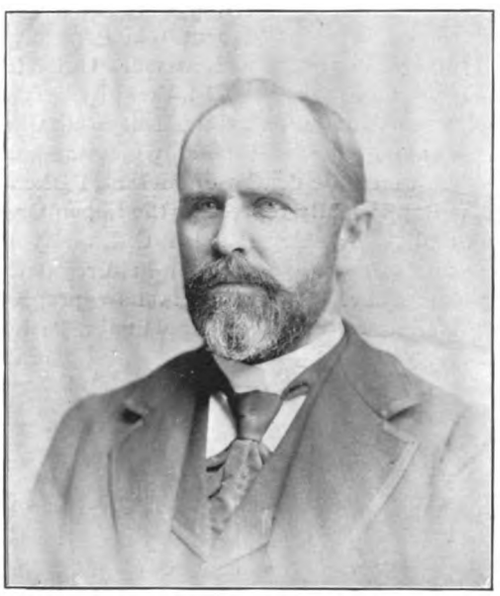
In reference to an article in a previous issue of *Hardware*, headed "Sending American Files Abroad," Hugh McCaffrey, president of the McCaffrey File Co., Philadelphia, has called the attention of the representative of *Hardware* in Philadelphia, to some interesting points. Said Mr. McCaffrey: "We believe we were the first pioneers in that line by starting in with South America, Canada and other places, over fifteen years ago. Within the last ten days we have sent to Germany 1592 dozen, and have now under way orders for a much larger number. Within a few years our goods have acquired a reputation in Europe almost as great as in our own country, and our mail every week contains inquiries for prices and terms from the Continent." These facts are certainly of interest, showing as they do that American files are cutting their way, with good teeth and temper, into the business of the Old World.

The street railway company of Woonsocket, R. I., has given orders that no car is be propelled within 100 feet of any bicycle which may be in front of it in the highway, and cars must be stopped until bicycles moving in the opposite direction have passed. These very uncorporation-like orders are the result of a judgment for $8000 awarded by the Supreme Court to a man who was struck by a car while riding a wheel.—*The Bicycling World.*

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SOUTHERN HARDWARE JOBBERS' ASSO

Editor Hardware: From the best information I can obtain, the jobbers of Knoxville formed a local association in the year of 1888, and worked together for about three years, when the idea of forming a State Association was conceived, whereupon, they entered into correspondence with the jobbers of Tennessee, and called a State meeting September 30, 1891, when a constitution and by-laws were



G. W. BARNETT, PREST. SOUTHERN HARDWARE JOBBERS' ASSO.

adopted and a permanent Association was formed, the following firms being represented:

From Knoxville, Tenn.: W. W. Woodruff Hardware Co., C. M. McClung & Co., George Brown and S. B. Luttrell & Co.

From Chattanooga, Tenn.: Vance & Kirby, and the Carter-Magill Hardware Co.

From Memphis, Tenn.: Orgille Brothers & Co., Langstaff Hardware Co., Cousens, Matthews & Ramsey.

From Nashville, Tenn.: Gray, Fall & Co., Dudley Brothers, Buford Brothers, Pollard, Black & Co., and Bransford Hardware Co.

These firms may be termed the charter members of the Association. After some discussion, it was suggested that the name of the organization be changed from the Tennessee Hardware Association to the Southern Hardware Jobbers' Association, as the interest of the Southern jobbers was parallel with that of the firms represented. At this meeting the following officers were elected:

President: W. E. Gibbins, of W. W. Woodruff Hardware Co., Knoxville.

First Vice-President: A. D. Langstaff, of Langstaff Hardware Co., Memphis.

Second Vice-President: R. H. Dudley, of Dudley Bros., Nashville.

Secretary: W. P. Smith, of C. M. McClung & Co., Knoxville.

Treasurer: J. C. Vance, of Vance & Kirby, Chatanooga.

The second annual meeting of the Association was held at the Gayoso Hotel, Memphis, on April 22, 1892. After a two days' session, the meeting adjourned, having elected the following officers for the following year:

President: W. E. Gibbins.

First Vice-President: A. D. Langstaff.

Second Vice-President: W. A. Chenoweth, Francis-Chenoweth Hardware Co., Birmingham.

Secretary: W. P. Smith.

Treasurer: J. C. Vance.

Executive Committee: W. A. Gregg, of Atlanta, for Georgia; O. B. Barker, of Lynchburg, for Virginia; C. H. Ireland, of Greensboro, for N. Carolina; J. J. Wescoat, of Charleston, for S. Carolina; Lee Richardson, of Vicksburg, for Mississippi; J. J. Mandlebaum, of Little Rock, for Arkansas.

The third annual meeting of the Association was held in the city of Atlanta, on April 25, 1893, and the sessions continued on through the following day and the following officers elected:

President: A. D. Langstaff.

First Vice-President: W. A. Chenoweth.

Second Vice-President: W. A. Gregg.

Secretary: W. P. Smith.

Treasurer: J. C. Vance.

Executive Committee: C. H. Watkins, of Richmond, for Virginia; C. H. Ireland, of Greensboro, for N. Carolina; J. J. Wescoat, of Charleston, for S. Carolina; J. J. Mandlebaum, of Little Rock, for Arkansas; Lee Richardson, of Vicksburg, for Mississippi; C. H. Hulein, of Louisville, for Kentucky.

The fourth annual meeting of the Association was held in Richmond, Va , on June 5, 6 and 7, 1894, and the following officers elected:

President: A. D. Langstaff.

First Vice-President: W. A. Chenoweth.

Second Vice-President: W. A. Gregg.

Secretary: W. P. Smith.

Treasurer: O. B. Barker, of Bell, Barker & Jennings, Lynchburg, Va.

Executive Committee: J. J. Mandlebaum, of Little Rock for Arkansas; J. B. Yerkes, of Jacksonville, for Florida; C.



C. B. CARTER, SEC.-TREAS. SOUTHERN HDW. JOBBERS' ASSO.

F. Huelin, of Louisville, for Kentucky; C. T. Jenkins, of Baltimore, for Maryland; Lee Richardson, of Vicksburg, for Mississippi; C. H. Ireland, of Greensboro, for N. Carolina; J. J. Wescoat, of Charleston, for S. Carolina; Geo. E. Hardwick, of Sherman, for Texas.

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EX-VICE-PRESIDENT J. D. MOORE.



COL. EDWARD BUFORD.

The fifth annual meeting was held in Louisville, on the 11th, 12th and 13th of June, 1895. The officers elected were:

President: J. S. Brown, Knoxville, Tenn.

First Vice-President: J. D. Moore.

Second Vice-President: Chas. H. Watkins.

Secretary-Treasurer: C. B. Carter, Montgomery, Ala.

Executive Committee: J. S. Brown, C. H. Ireland, W. E. Gibbins, J. J. Mandlebaum, Geo. E. King.

The sixth annual meeting was held at Lookout Mountain, on the 13th and 14th of May, 1896. The officers were:

President: W E. Newill, of King Hardware Co., Atlanta, Ga.

First Vice-President: C. H. Ireland, of Odell Hardware Co., Greensboro, N. C.

Second Vice-President: J. J. Mandlebaum, of Fones Bros Harkware Co., Little Rock, Ark.

Secretary-Treasurer: C. B. Carter, of 65 Peachtree Street, Atlanta, Ga.

Executive Committee: W. E. Gibbins, of W. W. Woodruff & Co., Knoxville, Tenn.; G. W. Barnett, of Teague, Barnett & Co., Montgomery, Ala.; W. A. Parker, of Beck & Gregg Hardware Co., Atlanta, Ga.; Fred Orgill, of Orgill Bros. & Co., Memphis, Tenn.

The seventh annual meeting was held at Savannah, on the 12th, 13th and 14th of May, 1897. These officers were elected:

President: G. W. Barnett, of Teague, Barnett & Co., Montgomery, Ala.

First Vice-President: J. J. Mandlebaum, of Fones Bros. Hardware Co., Little Rock, Ark.

Second Vice-President: John Donnan of W. S. Donnan & Co., Richmond, Va.

Secretary-Treasurer: C. B. Carter, Montgomery, Ala.



EX-VICE-PRESIDENT CHARLES H. WATKINS.



EX-PRESIDENT J. S. BROWN.

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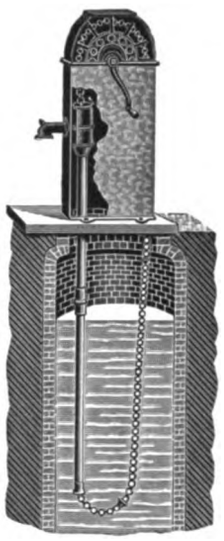
Executive Committee: W. A. Parker, of Beck & Gregg Hardware Co., Atlanta, Ga.; W. E. Gibbins, of W. W. Woodruff & Co., Knoxville, Tenn.; J. D. Moore, of Moore & Handley Hardware Co , Birmingham; A. B. Palmer, of Palmer Hardware Co., Savannah.

The local Association in Knoxville was, perhaps, originally organized with the view of regulating competition and controlling prices. However, after some trial of this on a wider scale, it was discovered that this was a very difficult thing to do, and a very little effort is made in this direction by the Association to-day. However, many benefits have accrued in the way of bringing about a better acquaintance among the Hardware jobbers in the territory represented, many of them, prior to the formation of association, being almost total strangers to each other and known only in name. Now, then, since they have had a number of annual meetings, they know each other personally and have learned to have a high regard for each other, and have turned their efforts in the direction of improving their business methods, and we venture to say that since the formation of this Association that the business methods of the Hardware jobbers have been very much improved. They are no longer afraid to interchange their experiences, to tell wherein they have found weak points and also good points, so that the members of the Association, if they will, have the opportunity to learn by the experience of others instead of having to go through an experimental stage in everything themselves, and in this way, much good, we feel, has been accomplished through the Hardware Association. At the time of the original organization of this Association, there were very few Hardware associations in the country, but the spirit seems to have grown—the idea seems to have been a good one, and now Hardware associations are formed in almost every State in the Union where much business is transacted, and the Southern Association feels some sense of pride in having been among the leaders of such an idea. The influence has not been confined to State lines, nor even to the United States lines, as we learn that a representative from Great Britain, upon a visit to the United States, had some conference with a representative of the National Hardware Association, and conceiving the idea to be a good one, returned home and organized a similar institution in his own country, so we see that our influence has gone beyond the ocean. There must be something good in it or it would not travel so far. To-day the Southern Hardware Jobbers' Association, we believe, is one of the largest in the country, outside of the National Hardware Association and covers a territory from Maryland to Kentucky and from Florida to Texas. We trust that it will go on in prosperity and that the good work it is now doing will continue many days hence. J. D. Moore.

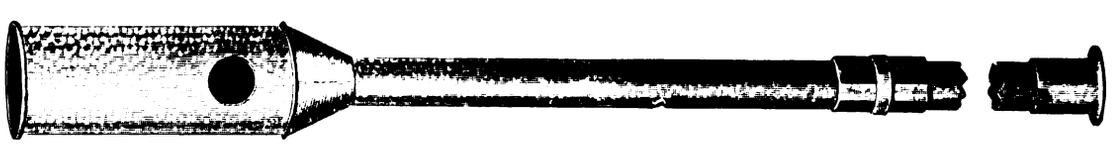
Birmingham, Ala.

Galvanized Steel Pump Tubing.

The Quincy Hardware Mfg. Co., Quincy, Ill., are having very marked success with their new Galvanized Steel Chain Pump Tubing, of which we show two electros. This tube is made of the very best galvanized sheet of heavy gauge and seamed water tight. The reservoir at the top is also seamed together and to the tube, and not depending upon solder in any way, so that ice and frost cannot break it loose. The joints are put together with galvanized couplings, as shown, and it has a bell-shaped cast foot for the protection of rubber buckets. It is claimed that "this tube is superior to the wood tubing now in use, because the wood tubing being placed in a well or cistern where it has no sunlight or ventilation, will become covered inside and out with a bacteria slime that is very injurious to health and disagreeable to taste and smell. Also that the wood tubing becomes water soaked so that it is almost impossible to lift it out of the well. The galvanized steel tubing remains as clean and wholesome as a drinking vessel. It is



perfectly smooth on the inside so that the rubber buckets will not wear, as they do with the wooden tube. It is light and easily lifted out of the well and is practically indestructible. They make it in lengths of 4, 5, 6, 7, 8, 9 and 10 feet.



Multiplication of Explosives.

The ingenuity that has been exhibited of late years in the discovery and application of explosives for mining purposes has really been remarkable, and not less so has been the growth of the trade in explosives during the period of twenty years since the English act of 1875 came into operation, says the *Trade Journals Review*. Not only has the number of factories more than doubled, but the number of persons employed in them is now over 10,000, which shows an increase of nearly 3000 even during the last ten years. This increase follows naturally on the increase in the number of nitro-glycerine compounds in the market and the introduction of smokeless powders. Four new factories have been licensed during 1895 and 113 since the act came into operation, or more than double the number of factories existing at the passing of the act. The net increase is 79 factories, or an average of 3.95 annually. While the number of factories in which gunpowder and nitrate mixtures may be made has remained stationary during the twenty years, the number in which nitro-glycerine compounds may be made has risen from one to nine, and whereas dynamite was the only nitro-glycerine compound produced in 1876, there are now twelve such compounds licensed. The gun-cotton nitro-compounds, which include nearly all the smokeless powders, were nine in 1876, and are now twenty-nine. Similarly, the fulminate of mercury factories have increased from two to six.

The Morse Wool Treating Co. have just completed, at Norton, Mass., an extensive plant for purifying wool. The buildings are of a very substantial character, entirely fire-proof, and were designed and built by the Berlin Iron Bridge Co., East Berlin, Conn. The floors throughout the whole plant are of beams and corrugated iron arches, to carry the excessive loads common to warehouse construction. The roofs are of the well-known Berlin Iron Bridge Co.'s patent anti-condensation corrugated iron.

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CLOTHES WRINGERS AND WRINGER ROLLS.

The Clothes Wringer is one of the most successful labor-saving devices that has ever been invented, and ranks well with the sewing machine. Thirty years ago the business was in its infancy; to-day it is one of the largest industries of the country, the aggregate output of the clothes wringer manufacturers in the United States being over one million machines a year.

The largest manufacturers in this line of business are The American Wringer Co., No. 99 Chambers Street, New York. The paid-in capital of the company is $2,500,000.00, and they have a capacity for turning out 3500 complete wringing machines per day, and 8000 rubber rolls per day, sending their goods (both wringers and rolls) to all parts of the world.

The officers of the company are: Joseph Banigan, president; W S. Ballou, Secretary; George Reuter, Jr., general manager; G. H Jantz, Assistant general manager.

"IT'S ALL IN THE RUBBER."

The value of a clothes wringer depends entirely upon the quality of its rubber rolls, as a wringer with poor rolls in it is worth next to nothing. To wring the thin as well as the thick parts of clothing dry, the rolls must be soft and elastic, and when made soft and elastic, in order to stand the strain, they must be made of good rubber. The harder the rolls the cheaper they are, and the more buttons they will break and the more clothes they will wear out and destroy. The American Wringer Co 's warranted rolls are made of good rubber; therefore, they will wring the clothes dry and wear well You can tell them by the touch; as they say, "It's all in the rubber." See stamp on rolls.

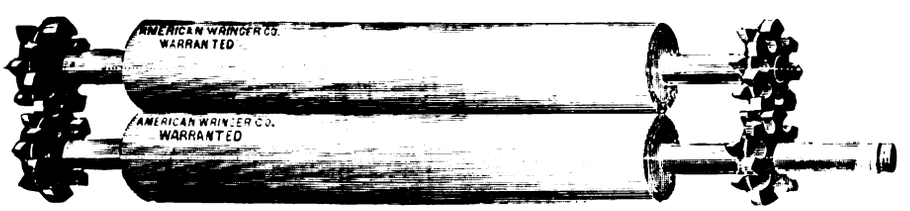


FIG. 1 ROLLS.

So-called good wringers are frequently sold without the maker's name on the rolls, and purchasers are thereby deceived into paying a high price for a poor article. The principal item of cost in a wringer being the rolls, if they are of good quality the manufacturer of the wringer should not hesitate to have his name and warrant on them.

A recent improvement has been the introduction of the

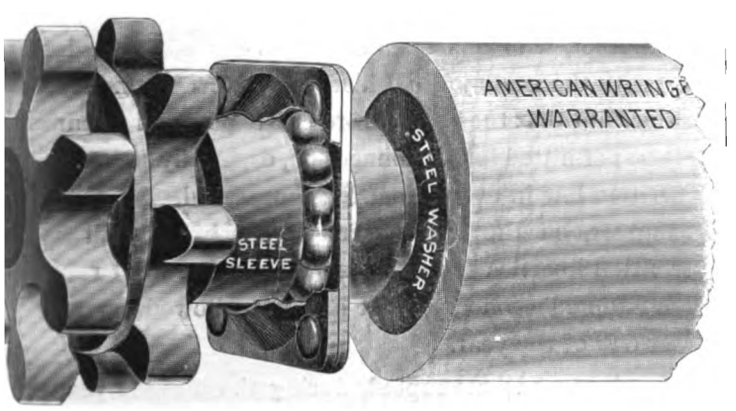


FIG. 2.—BALL BEARINGS

ball-bearing principle to the Universal, Novelty and Gem brands of wringers. This ball-bearing is constructed upon scientific principles, and it is as near anti-friction as it is possible to make a journal bearing.

It is arranged so as to give a four point contact for the balls, which reduces friction to the minimum. All parts are made of the best material, especially selected for their wearing qualities.

Another well-known machine manufactured by this company is the Empire Wringer. This machine is fitted with purchase gear arrangement, which causes the rolls to turn with half the labor that is required for wringers that have the ordinary friction bearings. The arrangement of the cog-wheels is such that they always remain in gear, no matter what thickness of clothing may be wrung, thus saving the rolls from great strain.

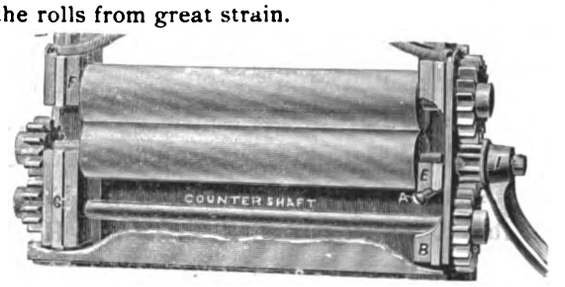


FIG. 3.—EMPIRE PURCHASE GEAR.

THE "ROYAL" WRINGER.

"A veritable 'King' of Wringers. Warranted for five years."

No better proof of the confidence of the manufacturers in the sterling qualities of this wringer can be asked, than the fact that each and every one of these "Royal" wringers is warranted for five years from the date of purchase, and a certificate of warranty is given with every machine.

Nothing better in the way of a clothes wringer has ever been produced. Every part is made, examined and tested with a view of securing the longest possible wearing qualities.

The "Royal" rolls (specially branded), are made of Para rubber without the admixture of any inferior grade; they

WARRANTY.

This ROYAL Clothes Wringer, No is warranted by us for five years from date of purchase for family use.

If any part breaks or wears out during said time, we will replace the same free of charge.

THE AMERICAN WRINGER CO.,
99 Chambers Street, New York.

From whom purchased _____

City and State _____

Date purchased _____

THIS MUST BE SENT WITH CLAIM.

FAC SIMILE OF THE WARRANTY.

are elastic and tenacious to the highest degree, and the company feel they are taking no risk in making this full warranty for five years.

An English firm has designed a small portable piano, which is suspended from a frame over the bed and enables an invalid to while away many weary hours.—*American Druggist.*

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"HARDWARE'S" EIGHTH ANNIVERSARY.

On this date, April 10, 1898, *Hardware* has reached the eighth anniversary of its birth, and feels justified, under the circumstances, in doing a little celebrating upon its own account

It has seemed fitting to commemorate the occasion by the publication of a special issue devoted to the Hardware Associations of the United States; and the number which has been produced in accordance with the decision, is permitted to speak for itself.

On April 10, 1890, the first issue of *Hardware* appeared. At that time there were a number of journals which paid more or less attention to the Hardware industry, in connection with other departments in the line of iron manufacturing, or metals, but there was none which devoted itself entirely and distinctively to the great Hardware interests of America. In the initial number, it was declared that: "The Hardware dealer needs a journal which shall record new inventions, while reporting the prevailing prices for goods already in the market, and which shall be an exchange for experience and suggestions by retailers. It should be a journal also, through which the Hardware manufacturer can readily attract the attention of the jobber and retailer to his wares, and from which the inventor may derive suggestions of new mechanical wants to be filled. Last, but not least, the representative Hardware journal should be written for a national circulation, so that whoever would speak to the trade through it, can hope to cover the whole country. Such is the field which the publishers of *Hardware* have defined for it."

From that initial number to the present, *Hardware* has endeavored to carry out the purpose enunciated in this preliminary declaration. How well it has done so, is left to the decision of the trade at large, whose interests it has endeavored to forward and assist in all possible ways. That it has succeeded beyond the most sanguine expectations of its founders, is a matter of common knowledge and those who have its interests in hand to-day, desire here to acknowledge that this success could not have been achieved, were there not a field and a demand for a journal of this character, and had not the trade everywhere extended to it a loyal, earnest and generous support.

Hardware was the creation of the foresight and earnest industry of Archibald Paull Mitchell, its chief owner and original manager. Mr. Mitchell threw into the enterprise the full strength of his powerful personality, and gave to it his untiring efforts; and when, in the early days of 1896, he was suddenly called from the scene of active and successful labor, he left behind him a journal which had passed the danger-line, and the success of which was already abundantly secured. It is a matter of great gratification to those who stood so close to Mr. Mitchell in his labor, and who possessed his confidence, and had always been sure of his generous endorsement, that the large measure of good-will which the trade held for Mr. Mitchell, was continued in aid of the work which he had had in hand.

Mr. Mitchell had charge of the management of *Hardware* from the beginning. Its editorial columns were ably controlled by Hawthorne Hill until September, 1891, when he resigned that position, and was succeeded by James H. Kennedy, who had been for a number of years actively identified with the daily press of Cleveland and New York. On the death of Mr. Mitchell, the business responsibility of the office, which had been partially borne by Mr. Kennedy for some time, was transferred entirely into his hands by his election as manager, while still continuing in the position of editor. The editorial force was strengthened by the addition of Henry Hopkins as associate editor and advertising manager. Mr. Hopkins was known to the trade everywhere as an active Hardwareman of many years' experience. He was also known as a writer of considerable repute, especially on Hardware topics, his contributions for several years past to *Hardware*, the *Iron Age* and other journals having been accepted as the well-presented and authentative statement of a business man who knew concerning that of which he spoke, and who also possessed a literary skill enabling him to present this knowledge in the best possible manner. Among the other members of the staff is Fred A. Caton, assistant business manager, who has had wide experience in various directions in connection with newspaper publishing. The faithful secretary and treasurer from the beginning has been E. N. Root, who has been identified for two decades past with the trade journal history of New York. We feel certain that these few words of a personal nature will be permitted in this connection, especially as it is an unwritten law in every American household, that every youngster, on the anniversary of his birth, shall be permitted liberties and concessions from the strict rules of household economy, that are not allowed on any other day of the year.

Hardware has attempted, during these eight years of its existence, to make itself useful in connection with the trade, in every possible respect. It certainly has demonstrated its interest in the formation and suc-

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ERASTUS N. ROOT,
SECRETARY AND TREASURER.



JAMES H. KENNEDY,
EDITOR AND MANAGER.



HENRY HOPKINS,
ASSO. EDITOR AND ADV'G MGR.



ARCHIBALD PAULL MITCHELL,
FOUNDER OF "HARDWARE."

1890

1898



FRED A. CATON,
ASSISTANT MANAGER.



P. L. SMITH,
ASSISTANT ADVERTISING MANAGER.



WALTER A. MILLER,
MANAGER MECHANICAL DEPARTMENT.

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cess of organized effort within the trade, and its part in connection with the giving of the first Hardware dinner of 1892, out of which the Hardware Club of New York has directly grown, has not been forgotten. It has done everything within its power to disseminate knowledge which should be of interest to the trade and to cause the trade to branch out into other lines which might be remunerative, such as the handling of bicycles and other articles which legitimately belong to the trade, but which have not always been considered a part thereof. We may be permitted to say further, in this connection, that the success which has crowned the efforts of *Hardware* in a business way in the past, seems thoroughly promised for the future, as it never was in a more prosperous and healthful condition than at the present day. There has nothing been left to ask for in the way of business support from the trade at large, and we do not recollect a single instance where we have asked a favor editorially or otherwise, of any member of this great representative trade, that the same has not been granted.

In conclusion, we wish to tender our most sincere thanks to all who have aided us in any way, and desire here to place ourselves on record as pledging *Hardware* to work more earnestly and strenuously for the good of the trade in the future, than it has been permitted to do in the past.

Reading Hardware Exchange.

Editor Hardware: The Hardware Exchange, of Reading, Pa., is composed of the wholesale dealers of Reading. We organized in November 18, 1893, with the following firms: Bright & Lerch, Ltd.; Stichter Hardware Co., Ltd.; Bard, Reber & Co; J. H. Obold & Co., and Hoff Bros.

At our first meeting there was a committee appointed to draw up by-laws and rules and regulations, which were adopted at the next meeting, and the following officers were elected:

President: D. D. Lerch, of Bright & Lerch.

Vice-President: J. G. Klopp, of Stichter Hardware Co., Ltd.

Secretary and Treasurer: Geo. W. Bard, of Bard, Reber & Co.

Chairman of Prices: A. B. Stein, of Stichter Hardware Co., Ltd.

We hold monthly meetings to discuss matters belonging to the Hardware business, and also have a banquet on the same night, as we have learned nothing creates more sociability than a banquet.

We have not, as yet, increased our membership, but have tried on several occasions to induce the neighboring towns of Lancaster, Allentown and Lebanon to join. We had the Hardwaremen of Lancaster and Allentown attend one of our meetings, and they were very much impressed with the good feeling, sociability and brotherly love the members of the Hardware Exchange had showed one another, and promised to join us in a short time.

We also paid a visit to Allentown, and were entertained in a very pleasant manner, visiting the Hardware stores, wire mills, etc., and had their promise when we left, that they would organize at once, but it never came. We also paid a visit to Lancaster, and had the same pleasant meeting, and their promise to form an exchange, which they did, but, sorry to say, it only lasted two or three months, and their noble work was ended.

The principal object of our Exchange was to create a better feeling, and to be more friendly, and avoid the jealousy which the unnecessary cutting on some classes of goods which were always sold at cost and below cost. Our meetings are attended by twelve to eighteen members, representing the different firms. After the business and banquet we are always entertained for a few hours by speaking, singing, etc., by the members.

Truly yours,

Reading, Pa. A. B. Stein.

Western New England Association.

Reference has been made elsewhere, to the Western New England Iron & Hardware Association, as laboring in connection with the New England Iron & Hardware Association. This was the direct outcome of the fraternal movement which was fully under way at the date named, in 1894, when R. J. Woodruff, of the firm of C. S. Mersick & Co., New Haven, Conn., paid a visit to Boston and became greatly interested in the workings of the Association in that city. What more especially struck him, were the results from the bureau of credit and information. He at once set himself to work among the dealers in Hardware and iron in Western New England, and his labors eventuated in a call to all the dealers in Connecticut and Western Massachusetts, to meet at the Republican League Club House of New Haven, on February 16th. In response to this invitation, fourteen Hardware dealers were present. At a meeting held in New Haven on April 13th, the Association was formally organized and the following officers were elected:

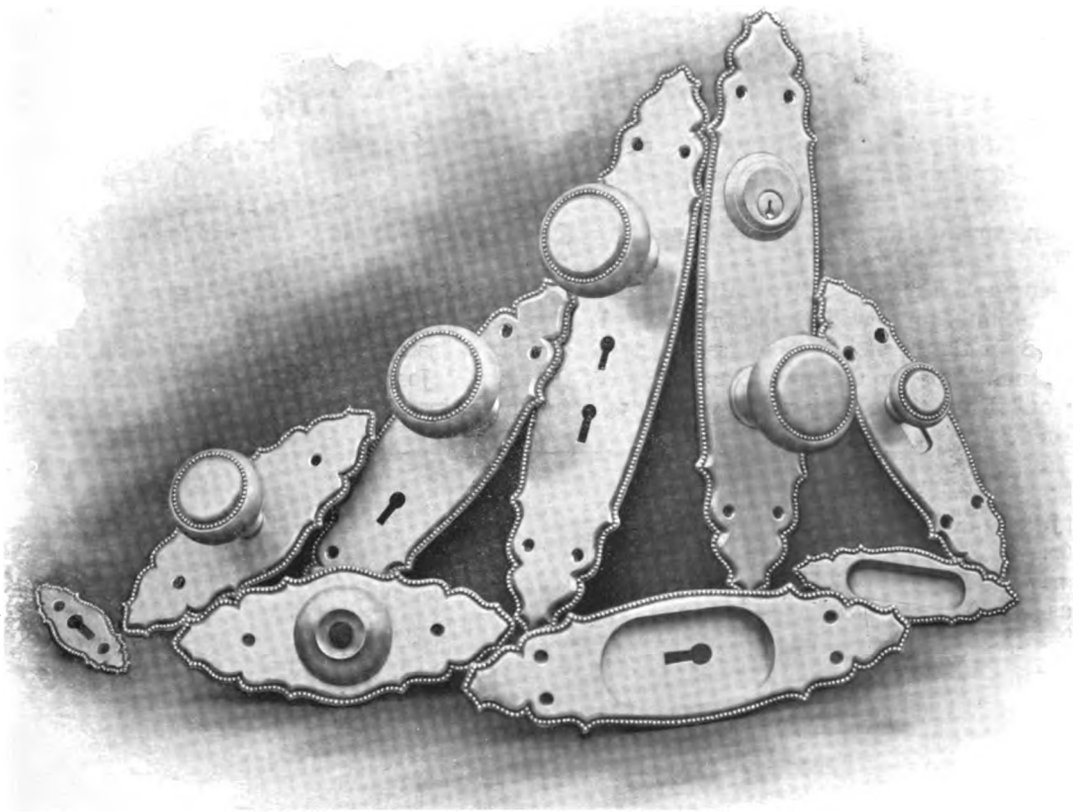
President: L. L. Ensworth, Hartford, Conn.
Secretary: R. S. Woodruff, New Haven, Conn.
Treasurer: C. C. Lewis, Springfield, Mass.

As stated by the president, the object of the Association was "Not so much to combine and regulate prices, as to create social and friendly feeling among the members. At the time of our first meeting, we found many older dealers in iron and steel in this section, who had been competitors for twenty-five years, but who had never had the pleasure of meeting, being known only to each other by sharp competition and the cutting of throats whenever the opportunity offered. By getting together and becoming better acquainted, we expect to do away with petty jealousy, and lead each dealer to place more confidence in his competitors." That this purpose has been well accomplished, the history of the Association shows.

E. T. Barnum, Detroit, Mich., the extensive manufacturer of wire, iron and brass work, has recently made another large addition to his business by purchasing the entire business of the American Brass & Metal Works of that city. This addition greatly increases Mr. Barnum's facilities for the manufacture of his line of goods, and he is better prepared than ever before to fill promptly all orders for bank and office railings, elevator enclosures, and cars, fire escapes, jail cells, stable fixtures, lawn furniture, iron and wire fencing, etc., etc. We are informed Mr. Barnum is about to issue a handsome catalogue of new designs, which will be mailed to parties interested.

The Berlin Iron Bridge Co., East Berlin, Conn., have the contract for building a new power house, car barn and steel bridges for the Port Jervis Electric Railway Co., Port Jervis, N. Y. The buildings will be of a very substantial character, entirely fireproof, covered with the Berlin Iron Bridge Co.'s patent anti-condensation corrugated iron. The bridges are plate girder type constructed in a substantial manner for carrying the heaviest loads.

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"High Grade" applied to Sargent's Artistic Hardware means that no better goods are made. They are intended for use in buildings where the best is required, and the best should be required in all buildings. Daily use does not injure good hardware, and locks and trimmings made by us will stand the wear and tear in the home or store, the office or shop, the school or church. The day of poor hardware for good buildings is past.

In the North, in the South, in the East and in the West buildings of all kinds have been trimmed with Sargent's Artistic Hardware. Among Home-builders especially it has a strong hold. Everywhere the story is the same—it gives satisfaction.

The Hardware dealer should sell goods that give satisfaction If your customer is convinced of the merits of Sargent's Artistic Hardware, he will not be satisfied if you substitute something else. Give him Sargent's when he calls for Sargent's and he will be pleased and you know "the best advertisement is a pleased customer." Besides it is easier to sell goods that are called for—goods that your customer believes are the best—goods that are the best.

Sargent's Artistic Hardware is well advertised—another reason why the dealer should sell it; it's easy to sell goods that are well advertised.

If you want information as to Sargent's Artistic Hardware, your inquiry will meet with a prompt response.

SARGENT & COMPANY,

New Haven, Conn.

NEW YORK,
149-151-153 Leonard St.

PHILADELPHIA,
717-718 Witherspoon Bldg.

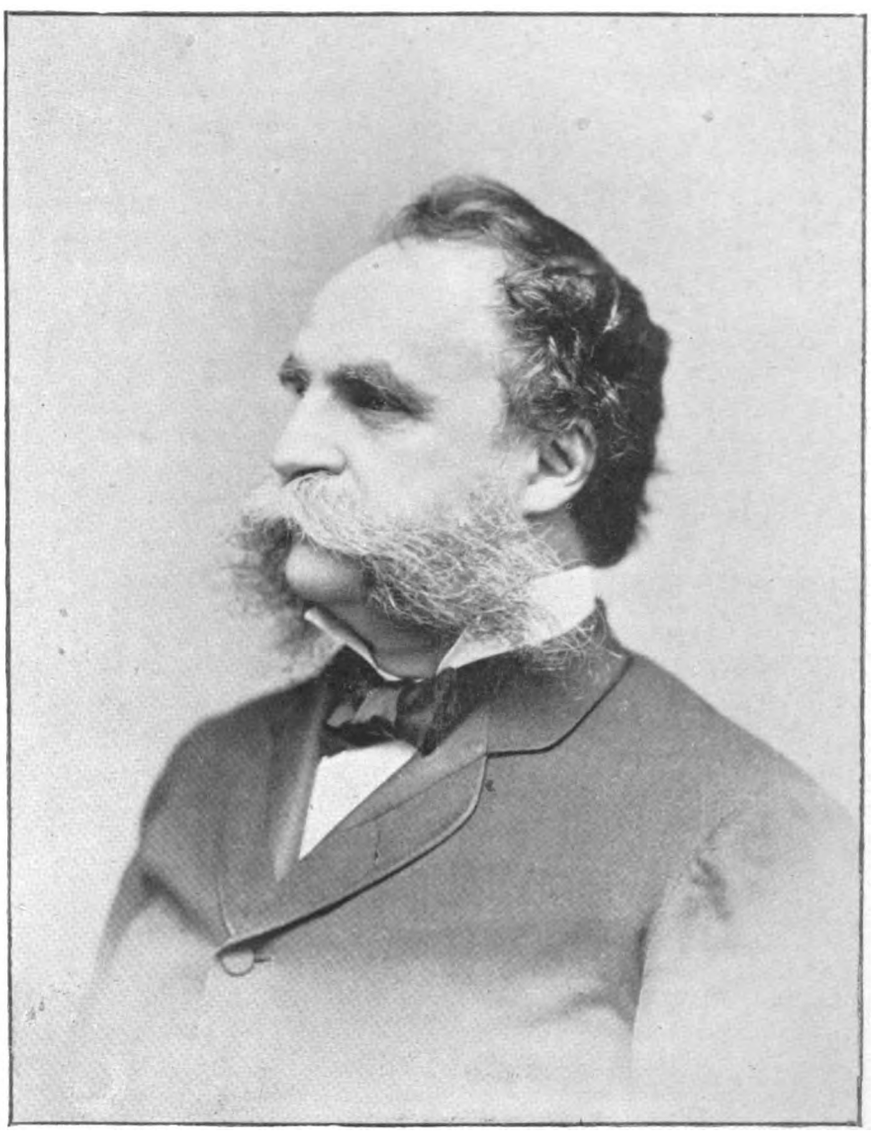
BOSTON,
119 Water St.

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SARGENT & CO., NEW YORK.

The change of base as to business location of this well-known firm, from the familiar Hardware haunts of Chambers Street to a location four blocks further uptown, in Leonard Street, is an event worthy of a passing historical notice.

In 1853, when George Henry Sargent came from Massachusetts, his native State, to New York City and joined his brother Joseph B. in the Hardware business, they occupied very humble and limited quarters in the third loft of No. 24 Cliff Street. From there they removed, in 1854, to No. 85 Beekman Street, where, in 1856, Thos. J. Atkins and William J. Ladd, and, in 1860, George Munson, joined them as assistants. From No 85 Beekman Street they removed, in 1863, to No. 70 Beekman Street, where they remained until 1875, when they removed to No. 37 Chambers Street, extending in 1879 to No. 35, and in 1890 included No. 33.



GEORGE HENRY SARGENT.

These three stores they now vacate to take possession of their new and more capacious premises in Leonard Street.

In the "Encyclopedia of Biographies of the Successful Business Men of America" (1895), the editor, in describing the progress and growth of Hardware manufacturing in this country, says: "But little Hardware was made in this country in the early fifties, but now the reverse is true, and this assertion can have no illustration more marked and convincing than the fact that the original shop of the Sargents, in New Britain, at that time was but a 'Wart on Olympus' compared with the present extensive works in New Haven, established in 1863, under the control and management of J. B. Sargent, which, enlarged and extended from time to time, now stand as a monumental instance of the progress and growth of American manufactures during the past half century."

The business of Sargent & Co , New York City, is largely confined to the sale of the ever-increasing variety of Hardware made at the different factories with which they are connected, yet they are distributors of such articles produced by other manufacturers, as are requisite for a complete assortment in any line of their own production.

For many years George H. Sargent, with his brothers, Joseph B and Edward, was engaged in the manufacture of "Hand Cards," used for carding cotton and wool by hand, at their factory in Leicester, Mass., a town noted for more than a century as of the original continuance of the card-making industry. This business was inherited from their father, Col. Joseph Denny Sargent, whose name, as a careful and painstaking manufacturer, was widely known and highly honored by all dealers in those articles of domestic economy. His grand son and namesake, a son of Joseph B. Sargent, of New Haven, is associated with his brothers, Henry B., Edward, Lewis and Russell in the management of the New Haven factories.

Messrs. Atkins, Munson and Ladd, to whose fidelity, diligence and sagacity is due much of the success and prosperity of Sargent & Co., are still prominent in the management in their various departments, of the affairs of the company.

It is a rare occurrence that four (including Mr. Sargent) persons continue together in business for a period averaging more than forty years.

Mr. Sargent, in a personal and business way, stands very high in the respect and good will of the Hardware trade of the country. He is an active member of the Hardware Club of New York, having been elected a member of its board of governors on the death of the late first president, William H. Williams, and at the recent annual meeting of 1898, was unanimously elected vice-president of the club. In all questions which affect the good of the club, he shows those high qualities of business administration and good judgment, that have been so conspicuous a portion of his business career.

A view of the new quarters of this great and enterprising Hardware house, will be found upon the page opposite.

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Sargent & Co.,

Forced by increasing business, and the consequent requirement of more extensive premises, have removed their business from the store they occupied in Chambers Street, to the commodious and substantial eight-story building known as the

John Sargent Building, Nos. 149, 151, 153 Leonard Street,

wherein are offered superior facilities for receiving, storing and delivering the productions of their numerous manufacturing establishments.

The sales-room and general offices in their new store, occupying two floors, are unexcelled in beauty of finish and convenience of arrangement special attention being given to the room where is displayed their great variety and beautiful designs of their "Artistic Hardware" in the line of door and window trimmings.



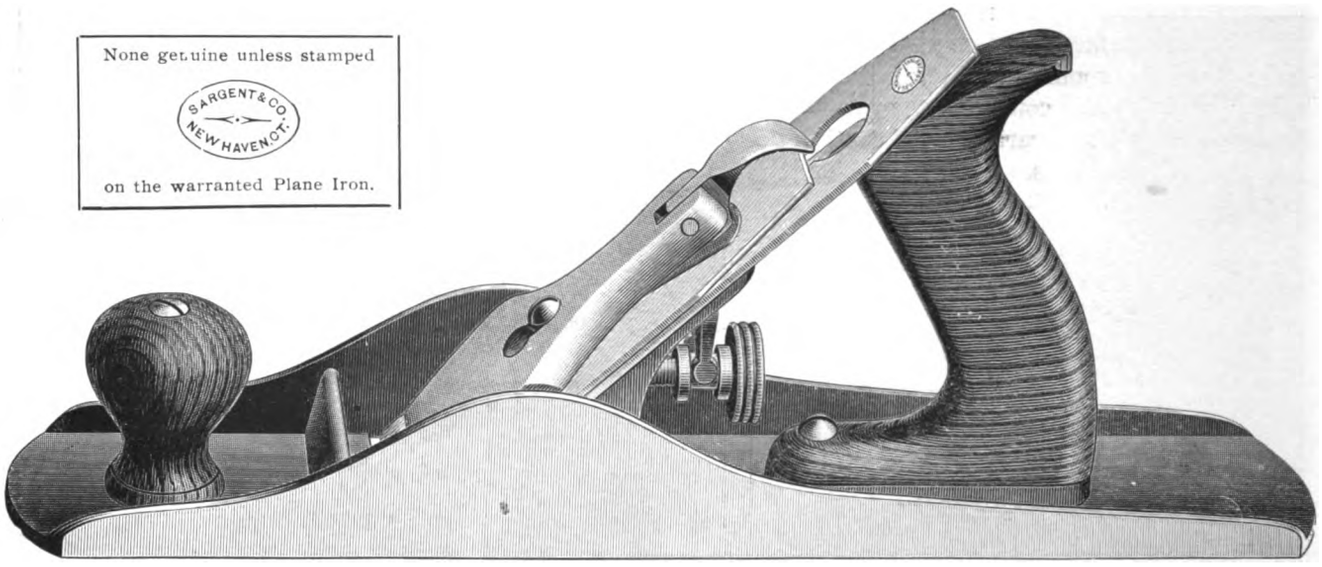
SARGENT & CO.'S

NEW YORK OFFICE AND WAREHOUSE,

149-151-153 LEONARD STREET.

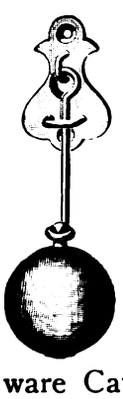
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Planes that Stand the Test.



Every mechanic wants to use the best Planes and every hardware dealer should sell the best. Sargent's Iron and Wood-Bottom Planes are fully warranted tools that will stand the daily test of the work-bench. They are thoroughly made, only the best material entering into their construction. They are mechanically perfect, fitted with improved adjustments and have cutting-irons that are tempered just right. They are carefully put together and handsomely finished. All these points count in favor of our Planes when the mechanic is making his selection.

You can make sales if you have the right goods in stock, and Sargent's Planes, with our strong warranty back of them, are the right planes. Booklet and prices will be sent upon application.



Screen Hardware.

The season of screens is so nearly here that it is well for the hardware dealer to make preparation for the sale of the various trimmings needed during the summer months. In our catalogue of Screen Hardware recently issued we have a complete line of Spring Hinges and Door Springs, Screen Door Catches and Latches, Screen Corners for Windows and Doors, Sash Lifts and Door Pulls, Bolts, Knobs, Hooks; in fact, a line comprising everything necessary during "fly-time" including our "No-Slam" Screen Door Check, now recognized as a summer necessity. If you have not received a copy of our Screen Hardware Catalogue we will gladly send you one upon request.

SARGENT & CO., Manufacturers,

NEW HAVEN, CONN. NEW YORK. PHILADELPHIA. BOSTON.

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EXPANDED METAL.

There are probably not many instances where an inventor designs his material for one purpose and actually uses it afterwards for another, entirely foreign to the original intention, but such is the case with Expanded Metal, invented by Mr. John F. Golding, a former newspaper man of Chicago, as a material for fencing, gates,



JOHN F. GOLDING, INVENTOR.

window guards and other similar uses, but which was found so eminently adapted for fireproof plastering lath, and in its heavier weights as a binder for concrete floors, that it quickly sprung into world-wide use for those purposes.

It can, perhaps, truthfully be said that Expanded Metal, by making possible the construction of cheap concrete floors has revolutionized the methods of house building. Under this system it is now feasible to obtain a construction completely fireproof at a cost so little more than the old style wooden buildings, that very few will hesitate to decide in favor of the better thing.

Boston, New York, Philadelphia and the other older cities of the country are undergoing a process of reconstruction, which in a few years will work a complete change in their appearance and characteristics. The old-fashioned buildings are being torn down and replaced with modern fireproof structures, in which work Expanded Metal is playing a very important part, and it might be said to have instigated the movement by making such a large reduction in the cost.

The advantages of this system are such as to commend it for general adoption for all classes of structures, and Hardware merchants will find on investigation that a profitable field is open for them by taking up the subject for local effort.

All merchants having knowledge of projected buildings, whether stores, residences, hotels, schoolhouses, or for any occupation, will do well to correspond with the company most conveniently located for estimates on Expanded Metal and cost of erection.

Expanded Metal Steel Lath is kept in stock by many dealers, who find their sales rapidly increasing.

FIRE-PROOF FACTORY and WAREHOUSE CONSTRUCTION A SPECIALTY.

Inquiries of any kind regarding Expanded Metal and its uses should be addressed to any of the following associate companies:

New York Expanded Metal Co.,
256 Broadway, New York.

Central Expanded Metal Co.,
531 Wood St., Pittsburgh.

Eastern Expanded Metal Co.,
42 Court St., Boston.

Manhattan Concrete Co., 156 Fifth Ave., New York. 42 Court St., Boston.

Merritt & Company,
1024 Ridge Ave., Philadelphia.

Northwestern Expanded Metal Co.,
860 Old Colony Building, Chicago.

Expanded Metal Fireproofing Co.,
860 Old Colony Building. Chicago.

Southern Expanded Metal Co.,
725 13th St., Washington, D. C.

Buffalo Expanded Metal Construction Co.,
D. S. Morgan Building, Buffalo, N. Y.

Pittsburgh Expanded Metal Construction Co., Ltd.,
531 Wood St.. Pittsburgh.

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JOHN H. GRAHAM & CO.,

ESTABLISHED 1870.

113 Chambers Street.
and 95 Reade Street.

NEW YORK.

DIRECT REPRESENTATIVES OF THE FOLLOWING MANUFACTURERS:

P. Lowentraut,
Skates, Cycle Wrenches, Mechanics' and Plumbers' Tools, etc.

Coes Wrench Company,
Coes' Genuine Knife Handle and Mechanics' Wrenches.

Lane Brothers,
Coffee Mills, Self-measuring Faucets, Lane's Barn and Parlor Door Hangers and Track, Stay Rollers, Tackle Blocks, Door Latches, Wagon Jacks, etc.

E. Jenckes Mfg. Co.,
Crescent Coat and Hat Hooks, Bright Wire Goods, Belt Hooks, Spring Cotters, etc.

New Haven Copper Co.,
Cast Steel Augers, Cast Steel Auger Bits, Jenning's Patern Bits, Cook's Pattern Bits, Car Bits, etc.

New Departure Bell Co.,
Door, Call, Car, Fire and Bicycle Bells, Cyclometers, New Departure Automatic Bicycle Brakes, Trousers Guards, etc.

Whittier Cotton Mills,
Braided Sash Cord, etc.

Ohio Tool Co.,
Bench and Fancy Planes, Hand and Bench Screws, Carpenters' Edge Tools, Chisels, Handles etc.

Edw. S. Hotchkiss,
Rat Killers, Metallic and Wood Mouse Traps, Baxter Wrenches, Curry Combs, Horse and Toilet Clippers, Lemon Squeezers, etc.

Geo. M. Eddy & Co.,
Asses' Skin Measuring Tapes, Patent and enameled Leather Tapes, Steel Tapes, Pocket Tapes, Tailor Measures, etc. (Largest Line in the world).

Mason & Parker,
Complete Line of Bit Braces.

Tucker & Dorsey Mfg. Co.,
Alarm Tills, Saw Bucks and Frames, Slaw and Kraut Cutters, Hat and Coat Racks, Lemon Squeezers, Tuckers' Casters, etc.

H. B. Ives & Co.,
Sash Locks, Sash Lifts, Door Bolts, Window Stop Adjusters, etc.

Bevin Bros. Mfg. Co.,
Hand Bells, Gong Bells, Trip Gongs, House Bells, Team Bells, etc.

Gibbs Mfg. Co.
Lawn Rakes, Garden Rakes, Weeding Hooks, Post Hole Diggers, Garden Trowels, etc.

McKinney Mfg. Co.,
Steel Butts, Strap and T and Screw Strap Hinges, Steel Washers, Steel Shelf Brackets, etc.

New Britain Brass Co.,
Petroleum Faucets, Brass Racking Cocks, Liquor Cocks and Bibbs, etc.

Nolin Mfg. Co.,
Grass Hooks, Scythes, Hay Knives, etc.

Phoenix Caster Co.,
Martin's Patent Casters, etc.

L. S. Watson Mfg. Co.,
Cotton, Wool, Horse and Curry Cards, etc.

Chantrell Tool Co.,
Nail Pullers, Screw Drivers, Bicycle Chain, etc.

Atlas Tack Co.,
Tacks and Brads of every description, Rivets, etc.

American Screw Co.,
Brass and Iron Wood Screws.

A. W. Brinkerhoff & Sons,
Universal Corn Huskers.

Seymour Smith & Son,
Pruning Shears, Rockdale and Standard Tree Pruners, Breast Drills, Bull Rings, Cattle Leaders, Bench Hooks, Saw Sets, etc.

Slaymaker-Barry Co.,
Padlocks, Bicycle Locks, Builders' Hardware, etc.

Snell Mfg. Co.,
Boring Machines, Auger Bits—Snell's, Bates' and Jennings' Pattern—Car Bits, Ship Augers and Bits, Gimlet Bits, Screw Driver Bits, Nail Sets, etc.

D. W. Bosley Co.,
Window Cleaners, Floor Scrubbers, Weather Strips, etc.

Chadborn & Coldwell Mfg. Co.,
Hand and Horse Lawn Mowers, Beef Cutters, etc.

G. W. Cole & Co.,
Bicycle Saddles and Tool Bags, Bicycle Stands, Carriers, Toe Clips, Lubricants, etc.

Cooper Hose Mender Co.,
Hose Menders.

Dodge Machine Screw Co.,
Ice Picks.

Derby & Ball (Export),
Scythe Snaths.

Henry Disston & Sons,
Saws, Plumbs and Levels, Screw Drivers, etc.

Downey Brothers,
Bicycle Wood Handle Bars.

Charles Buck,
Tang and Socket Chisels, Gouges and Carving Tools.

D. H. Burrell & Co.,
Butter and Cheese Triers, Flour Testers, etc.

Iron City Tool Works,
Vises, Picks, Mattocks, Grub Hoes, Sledges, etc.

The Jos. Lucas & Son Co.,
Bicycle Lamps.

J. Mallinson Shear Co.,
Cast Steel Laid and Solid Forged Shears, Scissors, etc.

Stephen McClellan,
Corner Brace. Most complete Tool made

North Bros. Mfg. Co.,
Freezers, Perfection Meat Cutters, Wringers, Fluting Machines, Screw Driver and Drill, Weed's Faucets, etc.

Noera Mfg. Co.,
Oilers, Engineers' Sets, Lawn Sprinklers etc.

New Jersey Aluminum Co.,
Aluminum Skates.

Otsego Fork Mills Co. (Export),
Steel Hay and Manure Forks, Steel and Malleable Garden Rakes, etc.

Pennsylvania Screen Co.,
Window Screens, Screen Doors, etc.

T. C. Richards Hdw. Co.,
Picture Nails, Hammock Hooks, Wood Faucets, etc.

Romer & Co.,
Night Latches, Iron and Brass Padlocks, etc.

Storm Mfg. Co.,
Diamond Pointed Nail Sets, Dumb-Waiter and Elevator Fixtures, complete Dumb-Waiters, and Elevators, etc.

Standard Flint Paper Co.,
Flint Paper, Emery Paper and Cloth, Crocus Cloth, etc.

Gay & Parsons,
Ratchet Screw Drivers.

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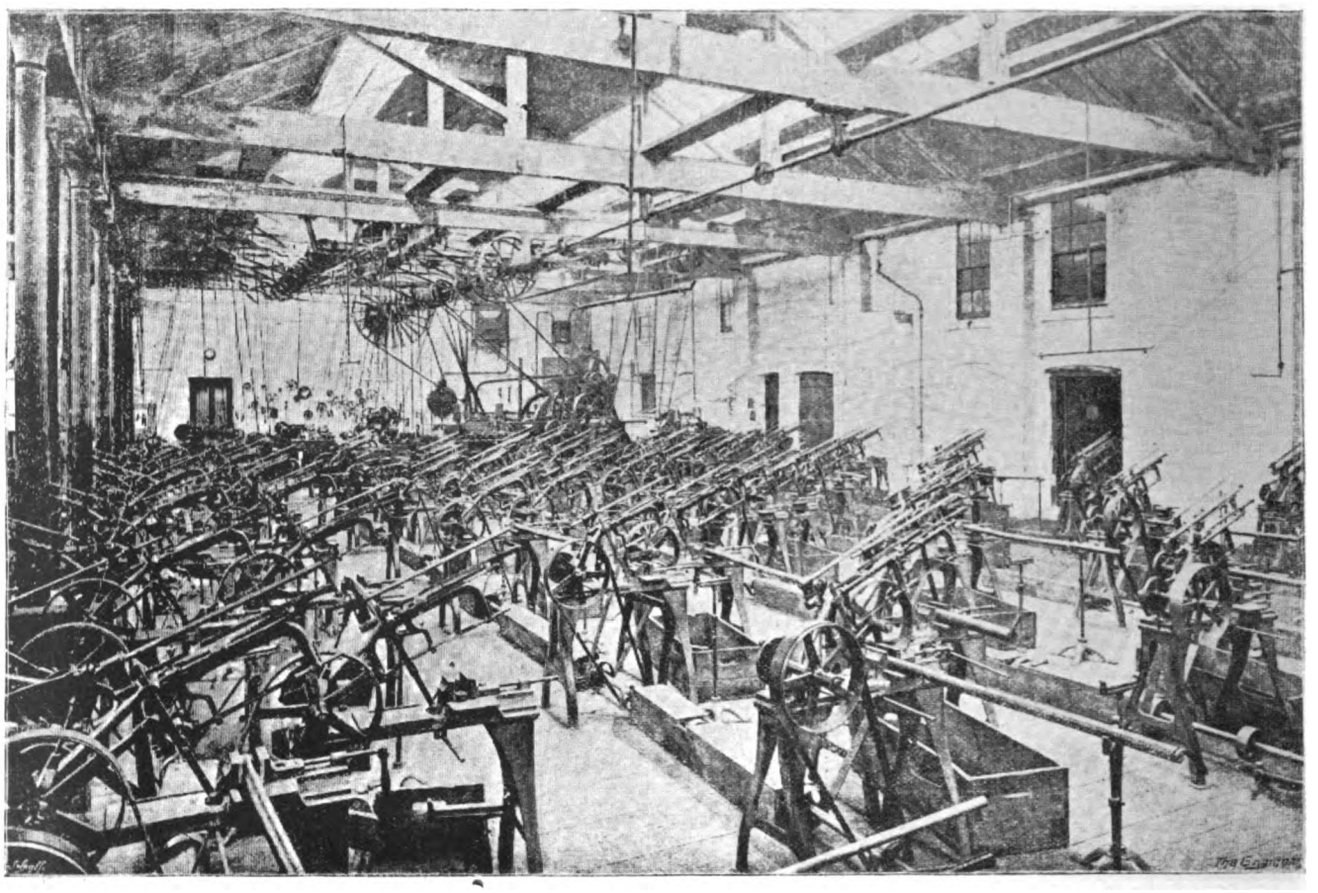


JOHN H. GRAHAM & CO.,

FOUNDER, MEMBERS OF FIRM AND SALESMEN.

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SAW ROOM OF THE HELICOID LOCKNUT WORKS, ACTON, ENGLAND.



This cut appears in February 4th issue of "The Engineer" (London), and shows the Saw Room of the Helicoid Locknut Works, at Acton, England, where 100 of our Star Hack Saw Machines are in operation. No tool that we have ever made has brought us more complimentary reports, or has been more popular the world over. It has capacity up to 4½-inch round or square bars, and requires no attention further than to adjust the work at the start. A single Star Blade costing only a few cents, used in connection with this Machine where it gets fair and uniform treatment, will do more work than would seem credible to any one unacquainted with the goods. Six Blades accompany each Machine.

PRICE OF MACHINE, - - $25,00.

Sold by Machinery and Supply Dealers Everywhere.

MILLERS FALLS CO.,

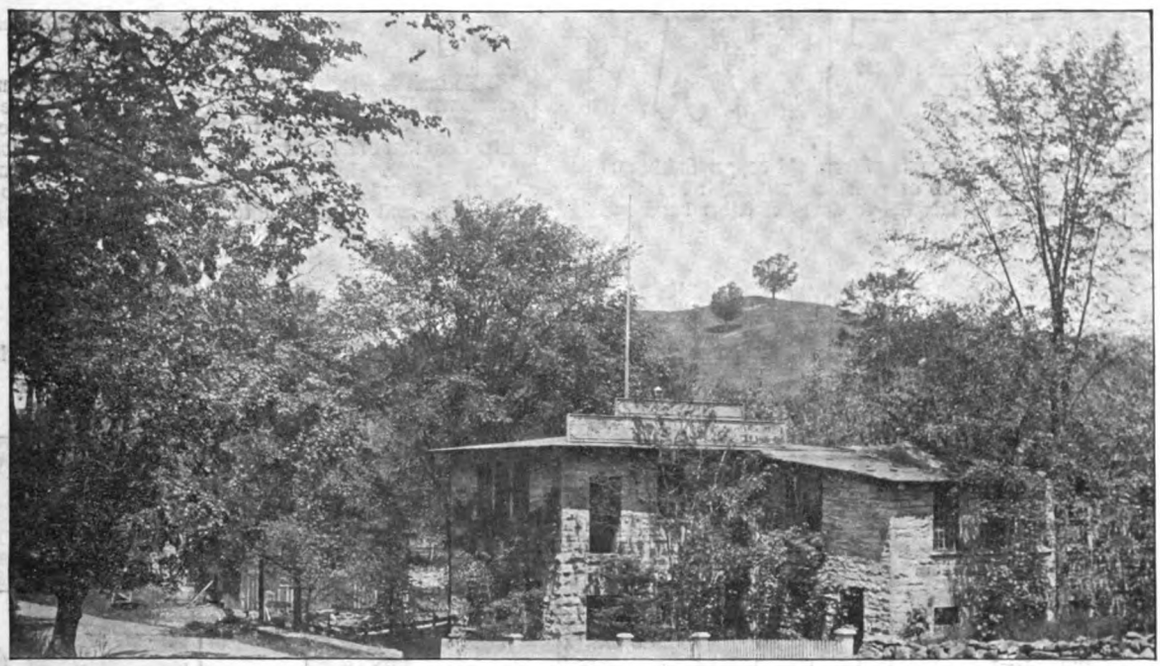
93 Reade Street, NEW YORK, U. S. A.

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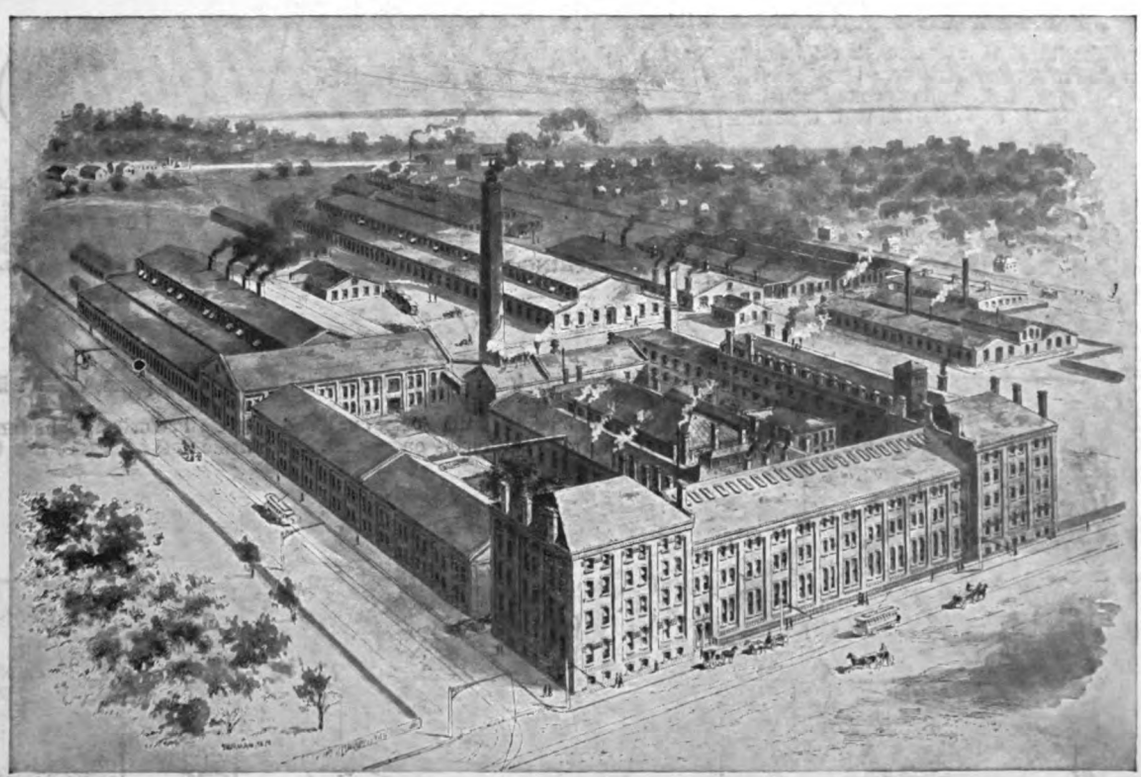
The Yale & Towne Mfg. Co.

MAKERS OF

The Yale Locks, Cabinet and Trunk Locks,
Builders' Hardware, Post Office Lock Boxes,
Art Metal Work, Chain Pulley Blocks, &c.



The Shop at Newport, N. Y., in 1861.



The Stamford Works in 1898.

See 3 following pages of the Yale & Towne Mfg. Co.'s Advertisement.

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Yale Rim Night Latches

CUTS ONE-HALF SIZE.

were at once accepted, when first introduced in 1867, as the best and most secure locks on the market; they are now admittedly the standard of excellence not only in America but throughout the world; they have many would-be competitors, but in their latest form, and with the Paracentric Key, they have no equal and easily outrank all other night latches in security and popularity.

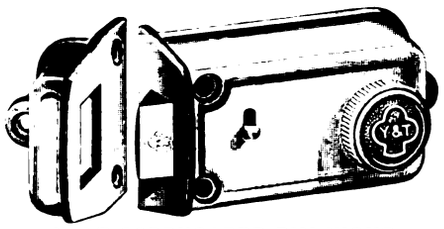




YALE PARACENTRIC RIM NIGHT LATCH No. 42.
(New Model, 1897.)

The case, 2⅜x3½ inches, is of iron, old copper finish, and the cylinder, bolt and knob of polished bronze. It has three Paracentric keys, and is adapted to doors of either hand and of any thickness.





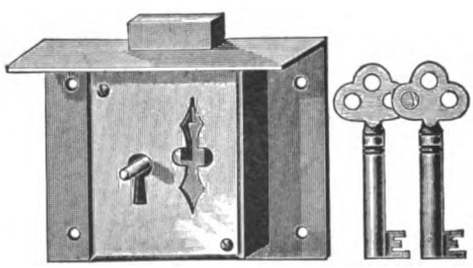
YALE CORRUGATED RIM NIGHT LATCH, No. 22.

This lock is smaller and simpler than the No. 42 and has Corrugated Keys in place of the Paracentric keys of the latter. Its security, while not equal to that of the unrivalled No. 42, is greater than that of all common night latches and ample for many uses. The case, 2⅛x3⅝ inches, is of japanned iron, and the cylinder, bolt and knob of polished bronze. It has two Corrugated keys, and is adapted to doors of either hand and of any thickness.

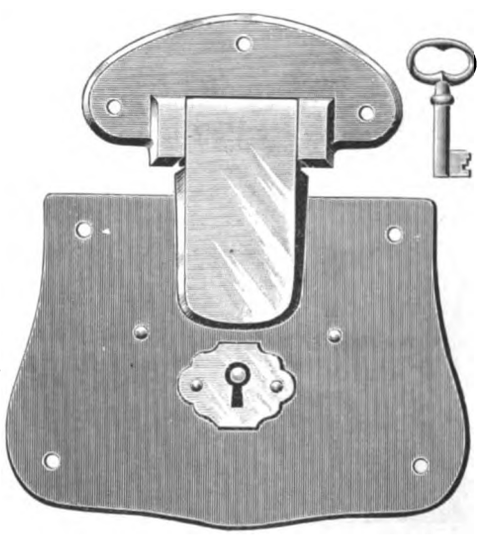
Yale Cabinet Locks and Trunk Locks

are illustrated in special catalogues of 360 and 120 pages respectively, which will be furnished to those in the trades interested who may not already have received them.

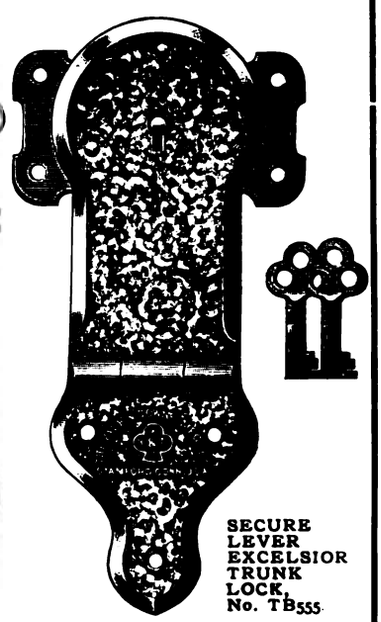
The line embraces all requirements and prices.



SECURE LEVER DRAWER LOCK, RA 2.3.



SPRING LOCK, TS97J.

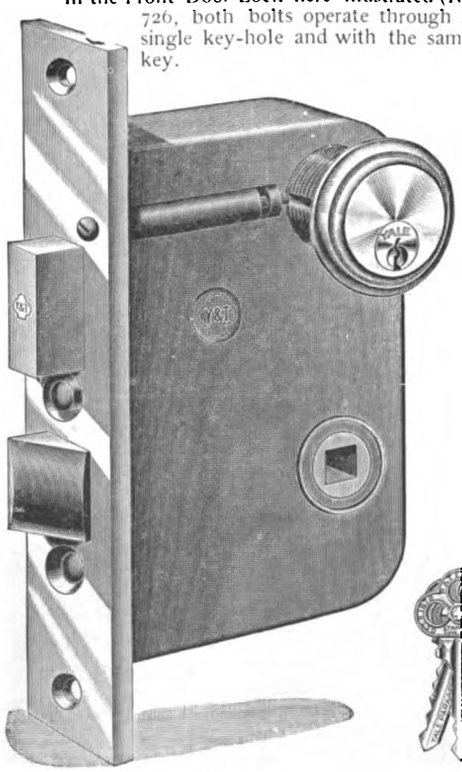


SECURE LEVER EXCELSIOR TRUNK LOCK, No. TB555.

Yale Mortise Locks

are fully described in the Company's catalogues.

In the Front Door Lock here illustrated (No. 726, both bolts operate through a single key-hole and with the same key.



No. 726.

Yale Padlocks

are fully described, illustrated and priced in a catalogue of 36 pages, which will be sent on request

A folder of 8 pages descriptive of our line of Bicycle Padlocks will be furnished in quantity to our Trade Customers on request. The name and address of this Company will not appear on them.





No. 8063.

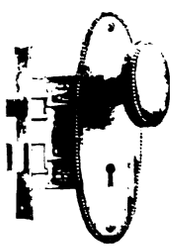




No. 863.

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Belfort.


Bristol.


Fleury.

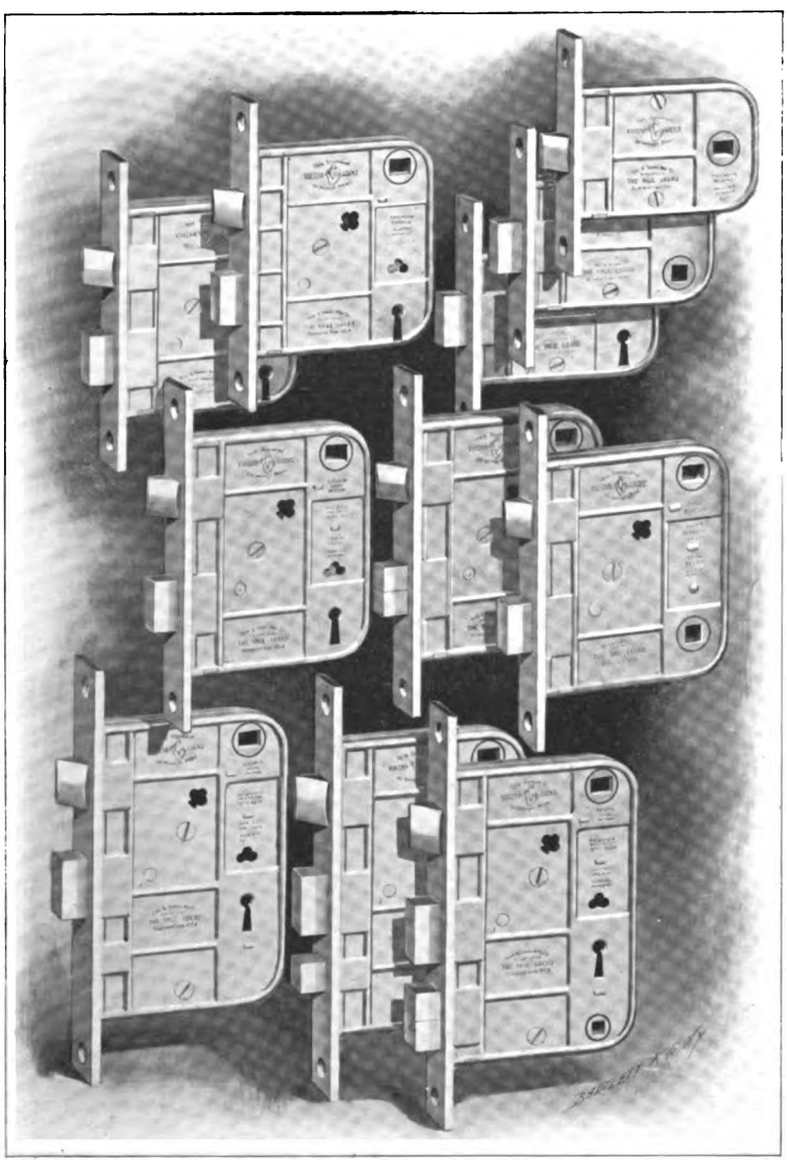

Grenoble.


Lynn.


Marengo.

The Yale "Vulcan" Locks

of all wrought metal, introduced in the Fall of 1897, have been most favorably received by all Architects who have examined them.



Their construction and points of superiority over the cast product are fully described in an artistic brochure. A catalogue of 90 pages, showing each lock and a carefully selected line of plain and ornamental trim, has also been issued, and these may be had on application.

The idea of a wrought metal lock originated with this Company more than ten years ago, when the Standard Lock No. 1620S was placed on the market. This lock, however, while possessing a wrought steel case, in other respects followed the then prevailing practice, whereas the Vulcan Locks present features of originality and improvement in almost every detail.

These locks are not only better than cast, but cheaper. In fact they are "the cheapest locks fit to use."


Arno.


Arcadian.


Bothnian.


Bristol.


Castilian.

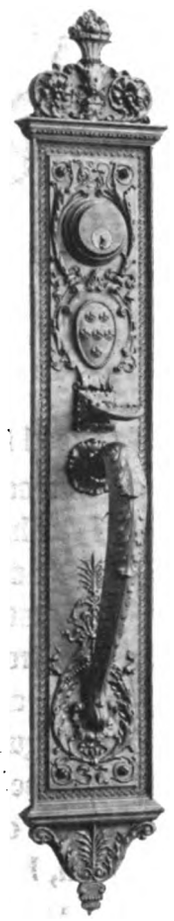

Dorian.

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THE ART HARDWARE

of this company is distinguished for its perfection of workmanship, correctness of design, and for its unrivalled collection of ornamentations.

The Store Door Handles, here shown one-fifth size, are selected from our line of more than two hundred designs, embracing nearly all schools. They are furnished in a great variety of finishes.



ANCONA.
23¾ x 4½ inches.
School:
Italian Renaissance.



CEVA.
24 x 4⅜ inches.
School:
Italian Renaissance.

All Genuine Yale Hardware have this Trefoil Trademark.



CATANIA.
28¾ x 4⅛ inches.
School:
Italian Renaissance.



CANTERBURY.
28 x 3⅜ inches.
School:
English Gothic.

Catalogue No. 16, containing two hundred pages devoted to The Hardware of Ornament, will be sent on request to any of the trade who may not already have received it.

The General Offices are located at 9, 11 and 13 Murray Street, New York City; the Local Offices at 152-154 Wabash Avenue, Chicago; 1022 Market Street, Philadelphia; 12 Pearl Street, Boston, and the Mills Building, San Francisco.

Works at Stamford, Conn., and Branford, Conn.

See 3 preceeding pages of the Yale & Towne Mfg. Co.'s Advertisement.

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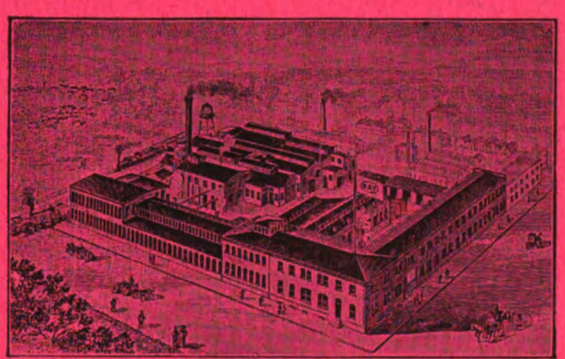
TWENTY YEARS AGO AND NOW!

See Puzzle Question on bottom of this ad.

THE K&F TRADE MARK.

THEY ARE ALWAYS HARD. THEY ARE NEVER SOFT.

EVERYTHING STRICTLY



EASTERN WORKS OF KEARNEY & FOOT CO.,
PATERSON, N. J.
EMPLOYING 500 OPERATIVES.

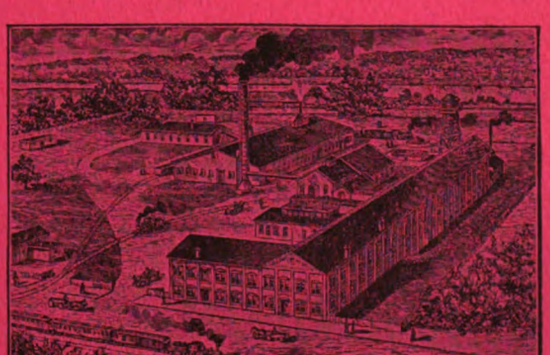
UP TO DATE.

THE K&F TRADE MARK.

RASPS. FILES.

WHICH MAKE OF FILES, AND WHICH MAKE OF RASPS, WERE UNHEARD OF TWENTY YEARS AGO, BUT ARE MOST POPULAR TO-DAY?

? ? ?



BRANCH WORKS AT KENT, OHIO, COVERING 50 CITY LOTS.

A. D. 1898.

DEALERS ANSWERING THIS QUESTION CORRECTLY WILL SEND THEIR ORDERS TO

Kearney & Foot Co.,
100 & 102 Reade St.,
NEW YORK, N. Y.,
U. S. A.



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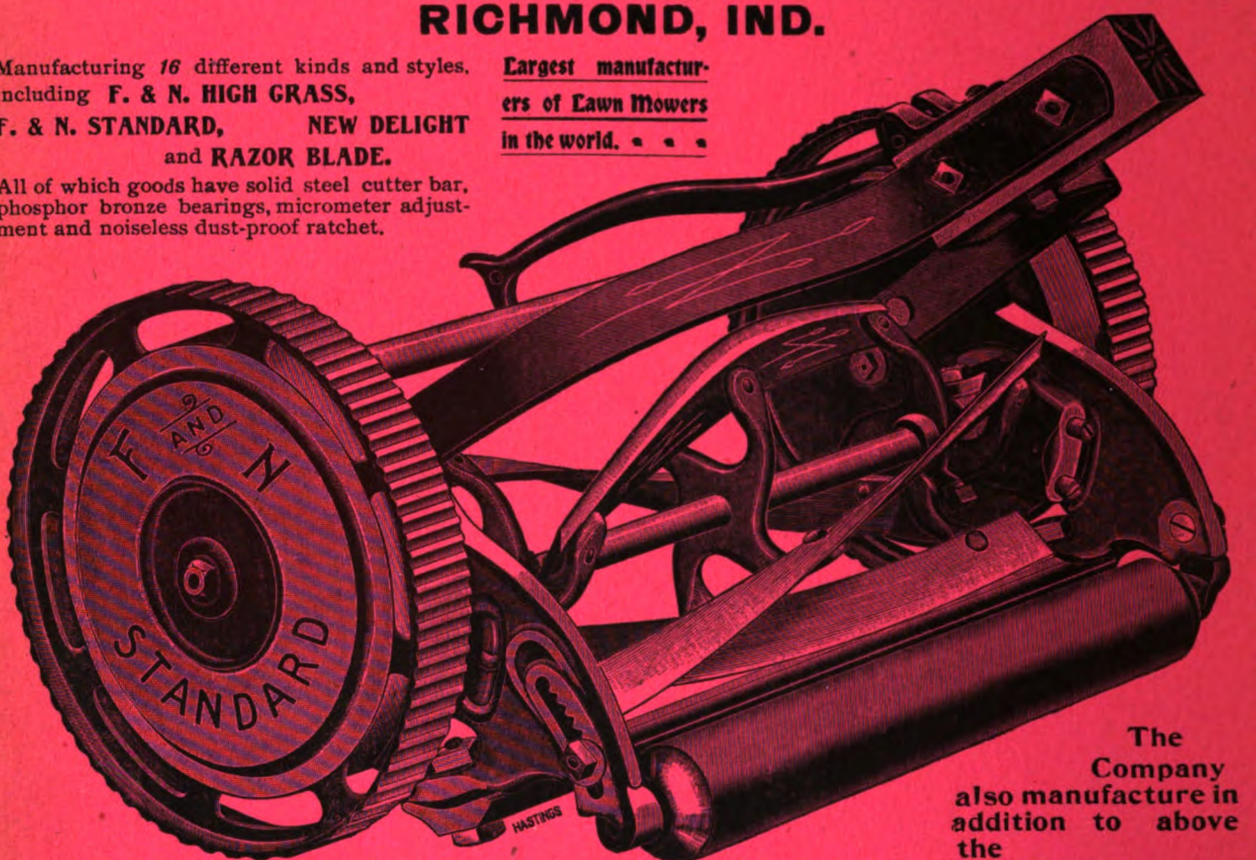
The F. & N. LAWN MOWER CO.,

RICHMOND, IND.

Manufacturing *16* different kinds and styles, including **F. & N. HIGH GRASS, F. & N. STANDARD, NEW DELIGHT and RAZOR BLADE.**

All of which goods have solid steel cutter bar, phosphor bronze bearings, micrometer adjustment and noiseless dust-proof ratchet.

Largest manufacturers of Lawn Mowers in the world.



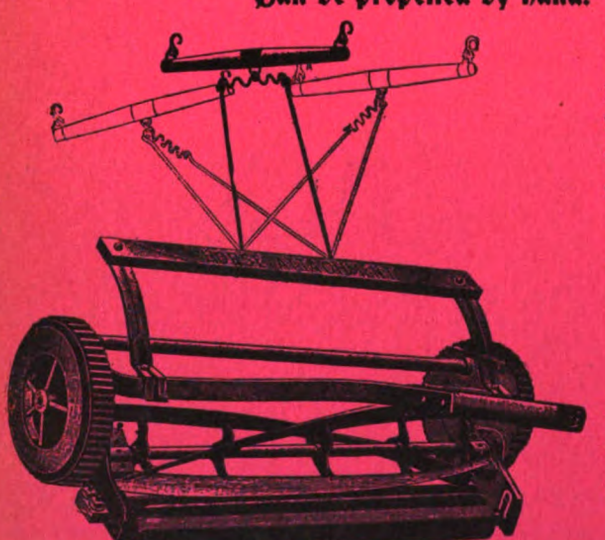
The Company also manufacture in addition to above the

MONARCH, CHAMPION and CHIEF LAWN MOWERS,

AND

Chief Combined Hand and Horse Mower.

The lowest priced and lightest running Horse Mower made. Can be propelled by hand.



Not necessary to ride upon it to prevent its kicking up behind, and possessing a patented horse attachment which permits the horse to walk on either side, or directly in front.

Dealers once handling our goods continue permanent customers, as we guarantee our mowers to give perfect satisfaction.

We lead where others follow, and will be early in line for 1899. Write for Catalogue and prices before placing your order for another season.

GEORGE B. MAIN,
General Sales Manager,
79 Reade St., NEW YORK.

The F. & N. LAWN MOWER CO.,
RICHMOND, IND.

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DON'T MONKEY WITH THE BUZZ SAW.
DON'T STEP ON OUR CORN HOOKS.

DON'T do anything else till you write for our new prices.

We are like the tramp who had nothing to eat but food. We have nothing to say but words. A few cutting remarks about Hooks, as it were.

16 OZ. The **ACME**

As here illustrated now weighs.

Strong. Hangs Right.

New Handle this year . . . . . Closes for Packing.

A WARRANTED UNBREAKABLE
FORGED STEEL SHANK
ATTACHMENT.

Send for new Catalogue of our line of **Steel Goods,** etc., etc.

OTHER PATTERNS

W. & C. No. 1. Tempered and Polished.
W. & C. No. 2, Plain Unpolished.
W. & C. No. x2, Ribbed Blade Tempered, Self-Colored.

The best assortment for quality and price.
COME AT US ONCE.

WITHINGTON & COOLEY MFG. CO.,
JACKSON, MICH.



THE FINDLAY AXE & TOOL CO.,
FINDLAY, OHIO, U. S. A.

MANUFACTURERS OF

HIGH GRADE

Axes, Hatchets,

Railroad and Carpenters' Adzes,
Picks and Mining Tools.

BROAD HATCHETS A SPECIALTY.

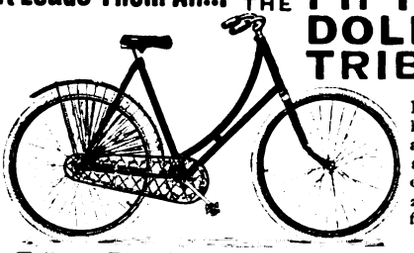
Write for Illustrated Catalogue.

ALLERTON-CLARKE CO.,
97 Chambers and 79 Reade Streets,
EASTERN AGENTS.

JOHN F. ROWNTREE,
Denver, Col.
WESTERN AGENT.

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It Leads Them All... THE FIFTY DOLLAR TRIBUNE



Large fully illustrated Catalogue describing our entire line of 23 models, sent free. . . . .

Tribune Bicycles are recognized the world over for their unequalled quality and easy running.

See the '98 Road Racer, Weight 21 lbs., Price, $75.00

"Kosmic" is the name of the BEST SPLIT BAMBOO ROD ever made. They cannot break at the ferrule, where rods usually do.

Send for Catalogue describing them and everything for fishing. . . . . .

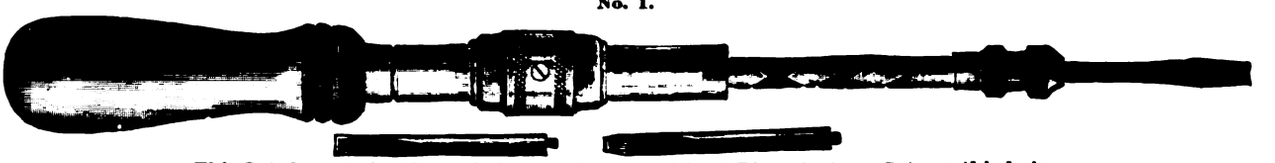
UNITED STATES NET & TWINE CO., 316 Broadway, NEW YORK.

SPIRAL SCREW-DRIVERS. YOU PUSH THE HANDLE THE SPIRAL DOES THE REST.

The most complete and best finished line in the world, consisting of

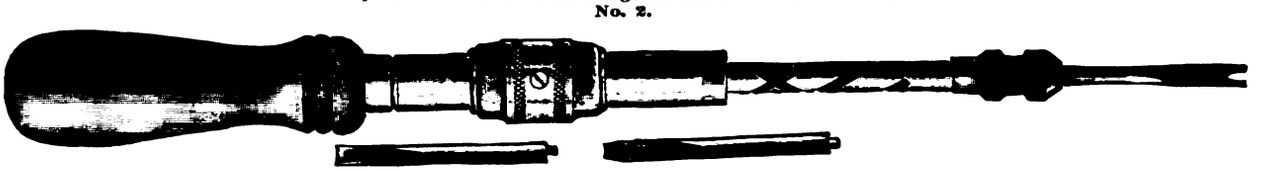
The Jones Patent "Reversible" Spiral, Clutch, Triple Bit Screw-Drivers. The Latest and Best.

No. 1.



This Cut shows Spiral Extended.—Full Length without Bit 17 inches. Cut one-third size.

No. 2.

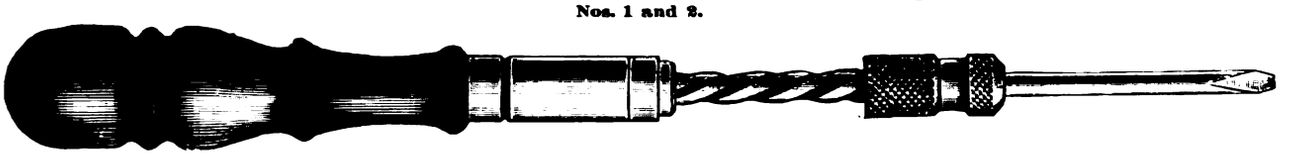


This Cut shows Spiral Extended.—Full Length without Bits 15 inches. Cut one-half size.

The No. 2 SCREW DRIVERS have two plain BITS and ONE SLOTTED BIT for BICYCLE Manufacturers and REPAIRERS for USE on the Spoke NIPPLES of BICYCLES

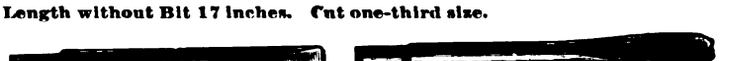
"HOWARD-ALLARD."

Nos. 1 and 2.

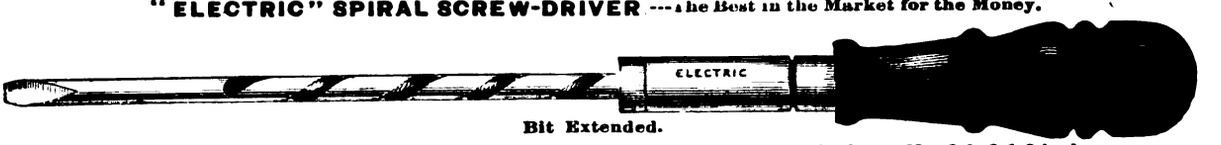


This Cut shows Spiral Extended, No. 1.—Full Length without Bit 17 inches. Cut one-third size.

No. 2 Full Length without Bit 11 inches. Closed with Bit 7 inches



"ELECTRIC" SPIRAL SCREW-DRIVER—the Best in the Market for the Money.



Bit Extended.

Two sizes, No. O 1, large, and No. O 2, small. Length closed, No. O 1, 11 1-2 inches. No. O 2, 8 1-2 inches.

THE ALLARD SPIRAL SCREW-DRIVER.—The First Sold in this Country.



Two sizes, No. 1, large brass, and No. 2, large nickel; No. 3, small brass; No. 4, small nickel. Length closed, Nos. 1 and 2, 11 1-4 inches; No. 3 and No. 4, 8 1-4 inches

ORDER FROM YOUR JOBBER OR DIRECT FROM

THE ALFORD & BERKELE CO.

P. O. Box 2002. 77 CHAMBERS ST., NEW YORK, U. S. A. When ordering please mention HARDWARE.

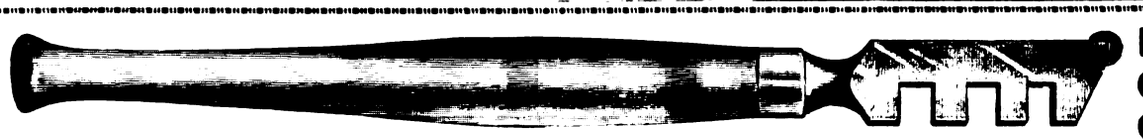


FAMILY, CONFECTIONERY, HANGING & POSTAL =NOVELTIES, ETC= **SCALES**

PELOUZE SCALE & M.F.G.Co 133-139 S. CLINTON St CHICAGO.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.



Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters are the standard the world over. Sold by more Hardware dealers than all other makes combined. Send for prices and sample. W. L. BARRETT, Manufacturer, Bristol, Conn., U. S. A.

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UNIONVILLE WORKS ESTABLISHED 1854

A. S. UPSON, Pres't, Cleveland, O.
C. H. GRAHAM, Sec'y, Unionville, Conn.
T. SMITH, Ass't Sec'y, New York.
J. L. VARICK, Treas., New York.

CABLE ADDRESS, "CALABASH."



CLEVELAND WORKS ESTABLISHED 1872.

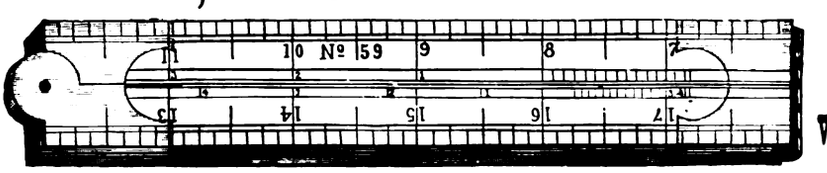
THE UNION NUT & BOLT CO.,

MANUFACTURERS' AGENTS,

107 Chambers Street, and 91 Reade Street, ◉ NEW YORK.

NUTS, BOLTS AND WASHERS

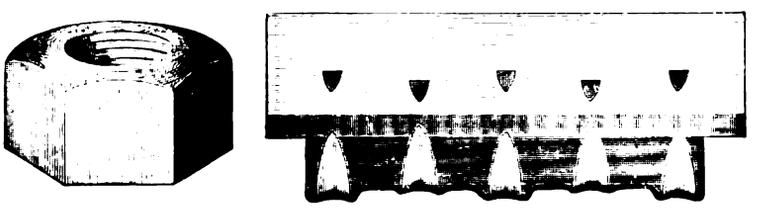
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IN GREAT VARIETY.

BOXWOOD AND IVORY RULES,

STEEL AND MALLEABLE IRON IMPROVED BELT FASTENERS.



STEEL BELT FASTENERS.

"RIDE A MONARCH AND KEEP IN FRONT."

Monarch Chainless, - - $100.00.

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EVERY BICYCLE FULLY GUARANTEED.

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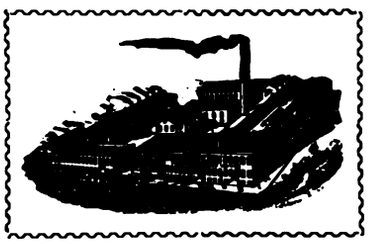
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CHICAGO.
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.....Manufacturers of

Tacks

and **Small Nails,**

GLAZIERS' POINTS, Etc.,
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BED SCREWS.

NEW YORK OFFICE,
280 Broadway.

FACTORIES, - - - DERBY, CONN.

Bell's Wire Eave Trough Hangers
Are Good Hangers,
Are Not High in Price,
Are Made in 5 Styles and 28 Sizes,
Are Sold by Jobbers.
May we send you sample and prices?
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12 Murray St.,
Agts. for N. Y. City.

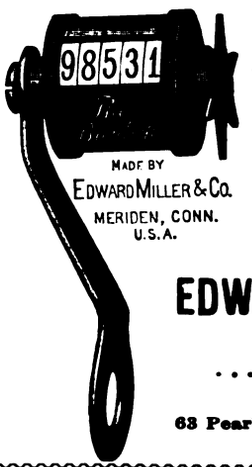
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RUN FAST-MADE TO LAST.
ALSO MANUFACTURERS OF
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SPEIRS MFG. CO. WORCESTER, MASS.
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We sell direct to the rider where we do not have an agency. Write us for prices.

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The BURDICK CYCLOMETER.



Weight 1 Ounce.
10,000 Miles and Repeat
New Principle. Reliable. Best.
Dust Proof. Water Proof.
1898 GOODS.
MILLER'S A1 LAMP.
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Factories and General Office,
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Hardware and Staple Goods,
Who wish their lines represented in New England on commission basis. We have a very large trade with the leading department houses and Hardware trade, and our travelers thoroughly cover the territory. We are now in a position to handle a few extra accounts.

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Manufacturers' Agents,
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New England Selling Agents
Arnold Schwinn & Co., Chicago, Ill.
Electric City Wheel Co., Buffalo, N. Y.



For Sale by All Jobbers 20th Century Mfg. Co., 17 Warren St., N. Y.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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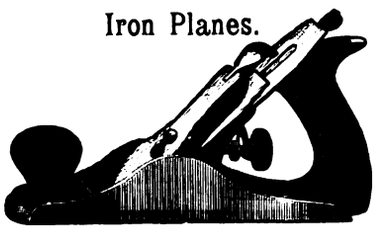
Bailey's Adjustable Planes.

Manufactured only by THE STANLEY RULE AND LEVEL COMPANY.

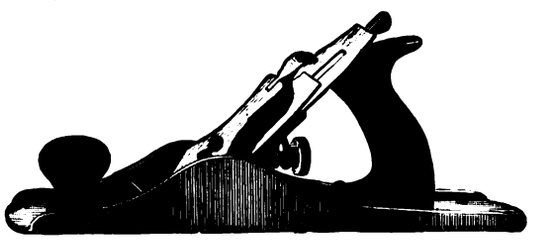
OVER 3,000,000 ALREADY SOLD.

These Planes meet with universal approbation from the best mechanics. For beauty of style and finish they are unequaled; and the superior methods for adjusting them readily in all their parts, render them economical to the owner.

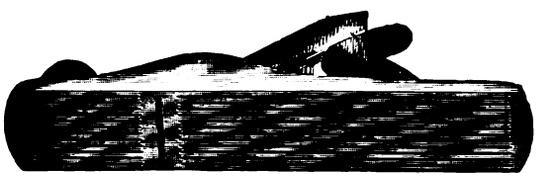
Iron Planes.



No. 1.	Smooth,	5½ inches in Length, 1¼ inch Cutter	$2 25
No. 2.	Smooth,	7 inches in Length, 1⅝ inch Cutter	2 75
No. 3.	Smooth,	8 inches in Length, 1¾ inch Cutter	3 00
No. 4.	Smooth,	9 inches in Length, 2 inch Cutter	3 25
No. 4½	Smooth,	10 inches in Length, 2⅜ inch Cutter	3 75



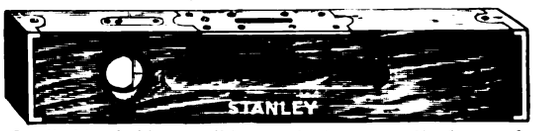
No. 5.	Jack,	14 inches in Length, 2 inch Cutter	3 75
No. 6.	Fore,	18 inches in Length, 2⅜ inch Cutter	4 75
No. 7.	Jointer,	22 inches in Length, 2⅜ inch Cutter	5 50
No. 8.	Jointer,	24 inches in Length, 2⅜ inch Cutter	6 50



☞ Planes Nos. 3, 4, 4½, 5, 6, 7 and 8, with CORRUGATED BOTTOMS, will be furnished without additional expense, if so ordered.

Stanley's Improved Plumbs and Levels.

☞ All our Levels have the "HAND-Y" feature, rightly so called. And only PROVED GLASSES are used.

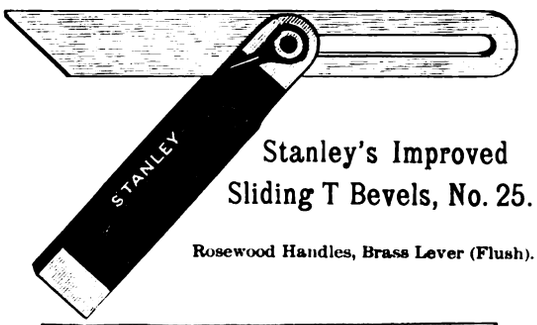


In climbing ladders, walking on stagings or on the frame of a building, this form of the Level gives a feeling of steadiness.

Proved Level Glasses.

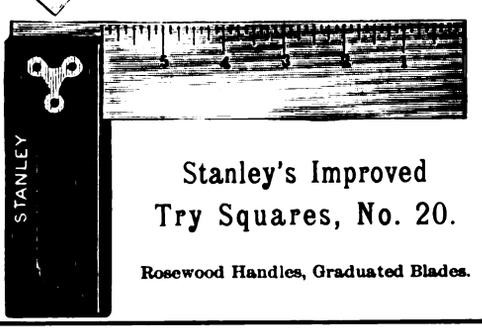


Made of extra thick tubing. Each Level Glass is marked at its highest, or crowning point, by two indelible lines; and each Plumb Glass with a single line. The owner can thus easily set the Glasses accurately in proper position, if required.



Stanley's Improved Sliding T Bevels, No. 25.

Rosewood Handles, Brass Lever (Flush).



Stanley's Improved Try Squares, No. 20.

Rosewood Handles, Graduated Blades.

Will Move Our Business.

Prefer some town between New York and Chicago where more capital can be secured to enlarge our business; can employ seventy-five men with present business. Want town cheap coal and good railroad facilities. We have the best business and trade of any concern that makes Hardware Specialties in this northern country and many which we control. Could move the business as soon as we fill orders we have on hand, which will take about three months. Plant and business will be all clear. Will give all details to any person or persons that are looking to make money and increase the population of their town and a business that has come to stay. For particulars address

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GRANVILLE, WASHINGTON CO., N. Y.

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DOOR-CHECK and Spring.

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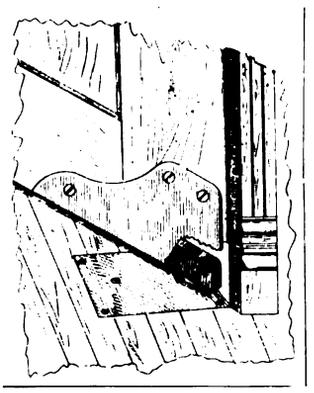
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SELF-HEATING TAILOR IRONS,

Confectioners' Heaters, Bicycle Pumps, Wall Torches, &c.

Union Heater Supply Co.,* 91 Congress St. E., *Detroit, Mich.

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The Matchless Double Acting

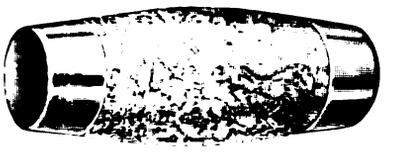
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. . . . BALL BEARING.

For Vestibule, Butler's Pantry and Outside Doors, they cannot be excelled.

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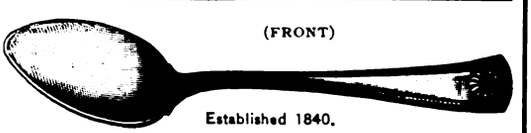
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THE CODLING MFG. CO.,
BRISTOL, CONN.
Manufacturers of . . .

COMPRESSED CORK GRIPS.
LINED OR UNLINED.
All Sizes With every style of tip.

Highest Grade of
Silver Plated Ware
In Spoons, Forks, Etc.
Manufactured by



L. BOARDMAN & SON, East Haddam, Conn.



Also Nickel Silver Flat Table Ware and Britannia Spoons.
Write for Catalogue and Prices.

TRY SOMETHING NEW.
The PLANET LEATHER



Dust Beater.

They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
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R. HEINISCH'S SONS CO.,
NEWARK, N. J.

The Duplex Water Tube Steam and Hot Water Heater.



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Burns any fuel, expansion and contraction provided against, consequently indestructible. By our patent flue construction heat passes three times and water four times the length of heater, making it the most rapid circulator on earth. One man builds it in 10 hours—evidence of simplicity. Will arrange for its manufacture on royalty. It's the only heating system furnishing **Hot** Water for Domestic use. . . . .

Mfd. by **The S. W. OWEN CO.,**
Mention "HARDWARE." NORWALK, O.

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Tools, Cutlery and Springs.

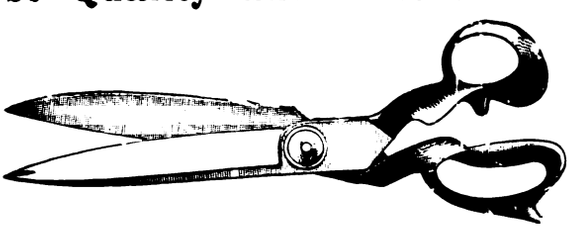


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Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

WHEN YOU WANT THE
Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS
YOU SHOULD HANDLE THOSE MADE BY
J. WISS & SONS, NEWARK, N. J.
We make the Largest line of
Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the **BEST** in the line, consequently the cheapest. . .



TURPENTINE TOOLS.

Dippers,
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SUPERIOR QUALITY
CAST STEEL TOOLS
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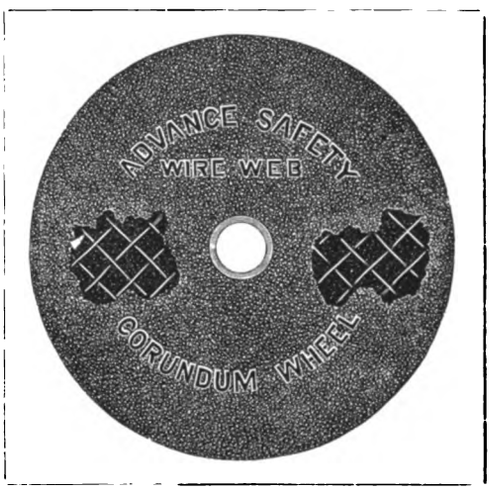
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Sterling Emery Wheel Mfg. Co.

STERLING AND ADVANCE SAFETY

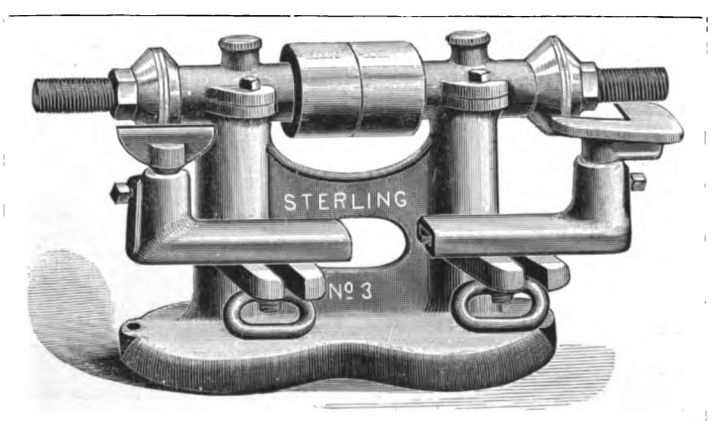
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Emery Wheel Machinery

for all kinds of **Grinding and Polishing.**



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IT IS THE ONLY **OPEN LINK** ON THE MARKET THAT IS

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For STRENGTH, DURABILITY and SIMPLICITY

IT STANDS WITHOUT A RIVAL.

Sizes from ¼ in to ¾ in.

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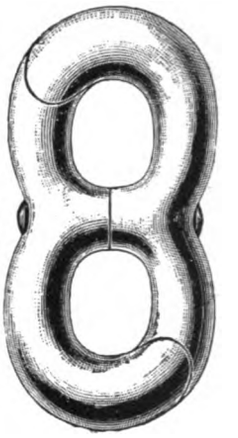
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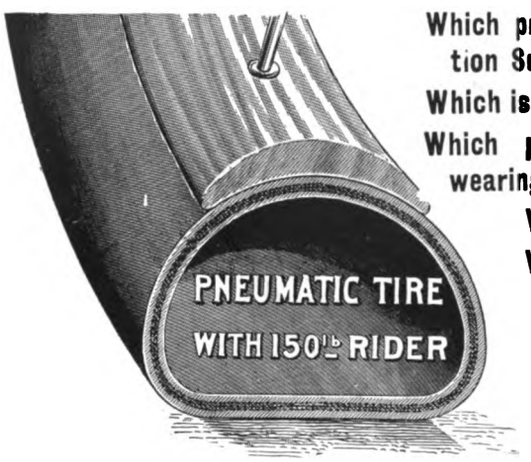
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KEYSTONE DROP FORGE CO.,

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CLOSED.



Which presents the most Friction Surface?
Which is Fastest?
Which presents the greatest wearing surface?
Which will last longest?
Which is most liable to Puncture?
Which is most Resilient?
Which is Best?
Which will you BUY?



COMBINATION TIRE CO., 82 West Broadway, New York City.

"LEINER'S PAT. TIRE SCRAPER."

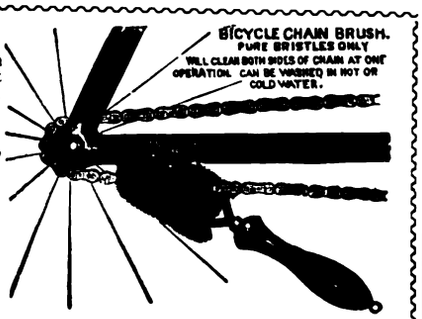
Cleans neatly down to the rim. Pressure on handles adjusts for easy or tight movement on any size tire.

"LEINER'S DUPLEX"

Patent Chain Brush and Tire Scraper Combined.

Brush cleans both sides of the chain and inside of links at the same time. Can be washed out with hot water, soda or soap. The brush and scraper work by double spring action, regulated by pressure on the handles.





Trade Supplied by

M. LEINER,

1267 BOSTON ROAD, NEW YORK.

Can be retailed at very popular prices. Superior to anything ever made for these purposes. . .

NEW CUSTOMERS? Yes, and increases your sales in other lines—



"DUBLEOOK" BICYCLE HANGER

Hangs wheels off the tires—that preserves them—and is the very best and most convenient thing out for cleaning. No stooping; all parts free. Nickeled, with screws and rubbers, post-paid, all dealers carry it... **50c.**

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ON account of the death of my late partner, H. V. Gillum, his interest in the wholesale Hardware firm of Gillum & Spetnagel is for sale. Any person experienced in the Hardware business, with capital to invest in a most promising jobbing business, will address the surviving member of the firm.

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Lock Box 203. Chillicothe, Ohio.

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KEYS AND **Locksmiths' Supplies,**

BICYCLE Supplies. . .

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EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

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OF

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[SEND FOR ESTIMATES.]

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INVINCIBLE

I FULLY WARRANT this Hose for the Season of 1898, and will replace any proving defective. . . .

6 1-2 CENTS PER FOOT.

I will be pleased to have you favor me with an order for a sample length and have you give it a thorough trial, before you place your order for this season's hose. I have also . .

Ten Other Grades of Rubber and Cotton Hose.

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BRIGHT, ATTRACTIVE **CUTS** OF HARDWARE GOODS.

ESTABLISHED 1885

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Designing and **PHOTO-ENGRAVING**

BY ALL MODERN METHODS

99 MAIDEN LANE,

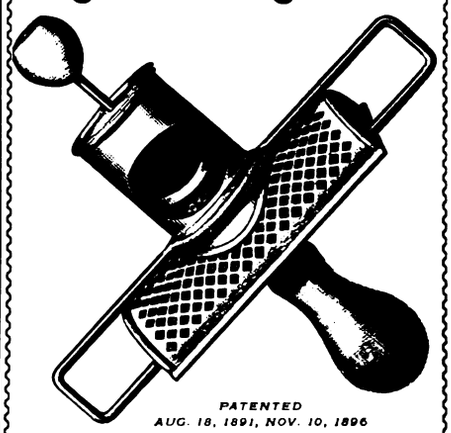
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New York

ELECTROS, HALFTONES

THE NEW 1896

Edgar Nutmeg Grater.



PATENTED AUG. 18, 1891, NOV. 10, 1896

The ONLY good Nutmeg Grater ever made.

Ask your jobber for it, or send to us for sample.

EDGAR MFG. CO.,

READING, MASS.

E. C. Atkins & Co.,

ATKINS' TUTTLE TOOTH CAST STEEL AA WARRANTED INDIANAPOLIS, IND.

Indianapolis, Ind.

MFRS. OF

CIRCULAR, BAND, CROSS-CUT AND HAND

SAWS.

THE ORIGINAL

TUTTLE TOOTH.

The best saw in the world for the money. Fine Steel. Patent Temper. Why not supply your trade with the best saws, and buy the Atkins Brands? They're the best.

BRANCH HOUSES:

Memphis, Tenn. - Chattanooga, Tenn
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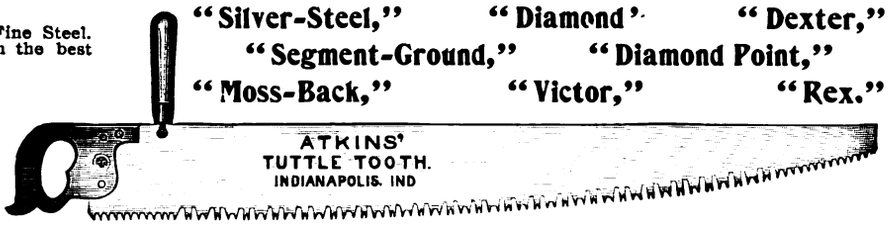
Write for Price List and Trade Price.

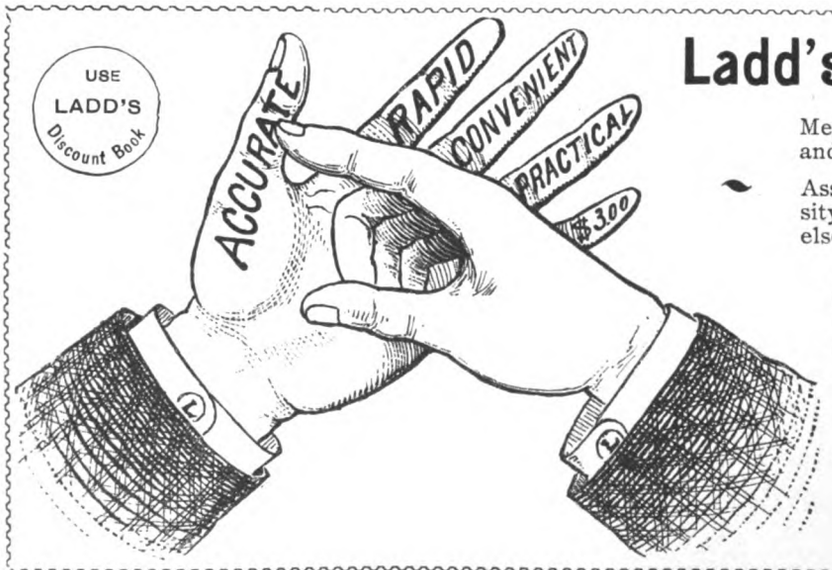
OUR REGISTERED TRADE MARKS

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ARE

"Silver-Steel," "Diamond," "Dexter,"
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Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

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HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

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T. James Fernley on Happiness.

Editor Hardware: "*Is the life of a Secretary-Treasurer a happy one?*" This question, Mr. Editor, which you have requested me to answer, at sufficient length to occupy at least two columns of your Anniversary edition, is one to which I had given very little thought up to the time of the receipt of your request.

Happiness in a position such as mentioned, depends very largely upon the constitution and disposition of the individual holding the position. Some people strive to see "a silver lining in the cloud;" some people live on the "sunny side of Noon-Day Avenue;" while others seem to prefer to reside on the "shady side of Dark Lane."

In an official position, such as you mention, there are very many emergencies where a heavy heart and sad face would be amply justified; and yet, if the heaviness of heart should prevail, and the sad face appear, the very objects to be accomplished would be thwarted.

"Commercial dyspepsia" is a disease which all should avoid. The condition of the "liver" should always be normal. Truly, *no* life can be happy if the "liver" is not in an enjoyable condition; no life can be better than the "liver."

If, in going about on official duties, we come in contact with those who are suffering from "commercial dyspepsia," or people finding fault with their competitors, with their customers, and even at times with those who are utterly beyond criticism—the MANUFACTURERS—it is in our power to add to the misery of such, and it is also possible to leave such a one after a half-hour's conversation, feeling that the disease from which he has been suffering is not of as virulent a nature as was supposed.

We have many times parted with those with whom we have had differences on matters which strongly reveal the "dark side" of humanity, and treated it in what was known and would seem to be a "light" manner, and yet have been compelled when alone, to actually sympathize and almost coincide with the views of those who had made us the custodian of their secret grievances.

The writer much prefers to take the pleasant side of life—realizing that the human span at the most is but short, and whatever enjoyment can be obtained from life should be embraced.

There are times when the speaking of a wrong word may detract from the happy life of one occupying this position. A safe course would be to commit to memory all that was desirable to say before giving utterance to it; but, unfortunately, this is not always practical; and, further, our power of memorizing is not over-developed, and when we attempt to memorize there is much more probability of making a mistake, than if the thoughts are crystallized in an impromptu manner.

We once heard of a Rector in a certain city, who enjoyed the luxury of a valet, instructing his servant to address a Lord Bishop of England, who was visiting the Rector, as "My lord."

In the evening he said to the valet: "At eight o'clock in the morning, you will rap on the Bishop's door. He will reply, 'Who is there?' I want you to answer, 'The boy, my lord,' and whenever you address him, I want you to address him as 'my lord.'"

The next morning the servant tapped on the Bishop's door. The Bishop's voice was heard inquiring "Who is there?"

The valet said: "The Lord, my boy."

If this servant had been left to address the bishop in an impromptu manner, he certainly would not have made a worse mistake than this.

It is perfectly possible for one to make his existence either happy or miserable.

Some one has said "laugh and grow fat!" We have "laughed" until we weigh 256 pounds, and now we are being "laughed" *at* because we are "fat."

Enjoyment, pleasure, rational and proper dissipation, in the majority of instances, will add to the physical condition as well as the proportions; while sorrow, misery, trouble and anxiety will generally make a person lean and unhealthy.

We therefore recommend to all the obtaining of as much pleasure from mingling with their fellow-men as is possible.

We believe that merchants in the same line of business, coming together in Associations, spending two, three or more days in each other's society, will prolong their lives because of the enjoyment obtained, and also prolong their commercial existence, because their ideas on business methods become more expanded, and the profitable conduct of business more likely.

We think, however, that the tendency to turn a business convention into a "junket" is one which cannot be too



T. JAMES FERNLEY.

closely guarded against. Pleasure on such an occasion should be more of an intellectual nature than otherwise.

It will not pay the average merchant to leave his business three or four days and spend considerable money to go to a distant city, simply to have what is known as a "good time."

The pleasure to be derived from attending meetings of trade Associations must consist very largely in the consciousness that one is better equipped, after returning from such a convention, to give the details of his business proper attention.

We want to congratulate your most excellent journal on having neared its first decade of existence, and to hope for your continued prosperity. T. James Fernley.

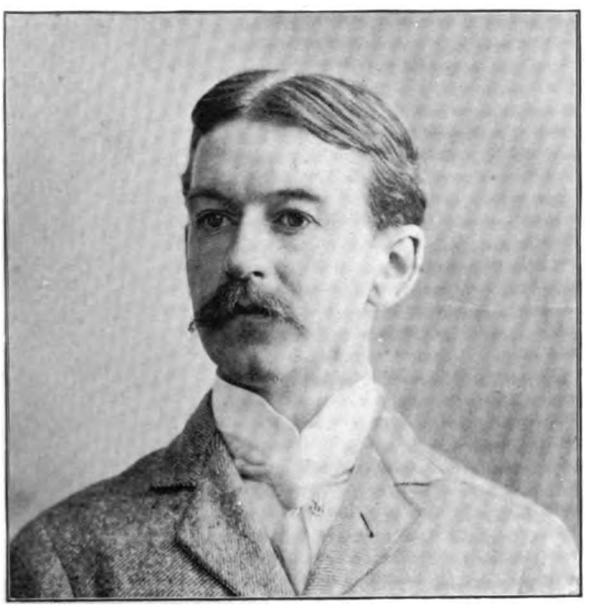
Philadelphia, Pa.

H. M. Sanders & Co., No. 27 Eliot Street, Boston, have purchased the entire bankrupt stock of J. T. Newcomb, consisting of builders' Hardware, carpenters' tools, cutlery, paints and varnishes.

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OLIVER BROTHERS, HARDWARE BUYERS.

The benefits of association in business, whether for social or business purposes, which are so well exemplified in the great Hardware Associations of the country, which are so thoroughly described in this issue, are shown in another form of associated effort in which, perhaps, the business feature is a predominant element. Any combination of brains, capital, enterprise, and industrious application, which enables one office, at a certain point, to combine within itself an answer to all the commercial and business needs of a number of great jobbing houses, situated at widely separated points, is certainly a great advance step in the simplification and extension of modern commercial forces.



FRANK J. OLIVER.

An arrangement of this character, which enables a wholesale house on the Gulf of Mexico, for instance, to join hands with another on Lake Superior, and still another at the entrance to the Golden Gate, for the purpose of pooling their interests in the way of purchases, and securing the benefits which a combination of their size is certain to compel in the way of prices, is a benefit to the trade everywhere; enabling in the first place each of these houses to obtain the same benefits which would follow were all the purchases to be made for itself alone, and at the same time permit the manufacturer to secure one lump order, instead of a dozen small ones.

These ideas are called forth by the remarkable success which has been secured by the firm of Oliver Bros., purchasing agents, who are pioneers in this line of labor, and are recognized as standing in the forefront in the application of the principles in the above. For seven years and more, this firm has been one of the leading commercial forces of the Hardware trade of New York City, and they are known to the Hardware trade everywhere, as enterprising and progressive.

They are located in the Graham building, No. 127 Duane Street, New York, and long since succeeded in establishing a large and remunerative business. This was started on January 1, 1891, by Thomas E. Oliver, who was afterward joined by his brother, Frank J. Oliver, and on May 1, 1892, the firm of Oliver Bros. took their place among the Hardware organizations or establishments of New York.

Oliver Bros. represent only Hardware jobbing houses, which are secured from the principal jobbing points throughout this country, but they also buy for four foreign houses. The object of their business is to combine orders of the various members of their syndicate for standard lines of goods, thus making it naturally an object for manufacturers to name them inside prices. They have an office force numbering some sixteen, including principals, and are looked upon as among the heaviest buyers of Hardware lines. Their policy is to have goods shipped and charged directly to the houses they represent, as far as possible, but they also make some purchases in their own names.

The gentlemen forming this firm have for years been well and favorably known in connection with the Hardware trade, and each of the members has won his way up from the very bottom round of the ladder, and there is consequently no department of the Hardware trade with which they are not thoroughly and practically acquainted.

The principals are Frank J. Oliver and Thomas E. Oliver. The former was for seventeen years in the employ of the Hawley Bros. Hardware Co., of San Francisco, commencing as office boy, and rising step by step to the important position of buyer and manager. He is still a director in that house, and also in the company of Todd & Hawley, of San Diego, Cal., both of which firms are represented by Oliver Bros.

The other partner, Thomas E. Oliver, started in business as an office boy for R. K. Carter, where he remained for eight years, and for the three years following, managed the New York office of Welsh & Lea, of Philadelphia, the well-known manufacturers and exporters. When the firm last named suspended on January 1, 1891, Mr. Oliver commenced in business upon his own responsibility as the representative of a syndicate composed of five jobbers, which number, during that year, was increased to twelve. It will thus be seen that Mr. Oliver has practically spent his whole life so far in the purchase of Hardware, and has an experience of the utmost value in this direction, and one which it would be difficult to duplicate.



THOMAS E. OLIVER.

Mention should also be made in this connection of James

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H. Oliver, brother to the principals above named, who has a working interest in the business. He was connected also like his brother, Thomas E. Oliver, with the offices of R. K. Carter and Welsh & Lea, and when Thomas E. Oliver started in business, his brother went with him. He is of great service in connection with one of the buying departments, and in looking after some of the details of the office business.

Messrs. Oliver are also large stockholders in the business of the Allen Hardware Co., Charlotte, N. C., of which D. E. Allen is president, Thomas E. Oliver, vice-president and Frank J. Oliver secretary. These gentlemen have both been members of the Hardware Club of New York from the beginning, and, it is unnecessary to say in connection with the above, are well and favorably known in the business and social life of New York.

The Philadelphia Hardware Association.

Editor Hardware: The Philadelphia Hardware Association is a strictly trade organization, composed of manufacturers, jobbers and retailers, of Philadelphia and vicinity. Our organization is, I believe, the oldest of its kind in the country, the first meeting having been held at No. 1207 Chestnut Street, Feb. 21, 1884.

An invitation had been extended to members of the Hardware trade, asking them to meet and form an association whose object would be, for the mutual benefit of its members. The meeting was largely attended by the prominent members of the trade. A temporary organization was effected, and a committee appointed to draft a constitution and by-laws. At this meeting, the objects of the Association were fully explained, and it was clearly shown that many advantages would accrue to members of such an organization. Many of those present engaged in the discussion, and expressed themselves as being pleased with this new idea. We then adjourned to meet on March 20th. This was our first regular meeting. The constitution and by-laws were adopted, permanent officers nominated and elected. We were banded together for social and beneficial objects.

The Association grew rapidly, and in March, 1885, an application was made for a charter, and on May 2d, it was granted. Since then, we have been gradually but steadily growing; until now our membership numbers several hundreds, and we are in a very flourishing condition. At our meetings, many important questions have been discussed and acted upon. It has been our purpose to make our influence a power for good to the general Hardware trade. We have been able to establish good feeling among the various dealers. The old feeling of jealousy, that formerly existed, has been almost entirely blotted out.

Another feature of our Association is to be of material aid to the families of our deceased members, thousands of dollars having been distributed in this way.

The future with all its uncertainty lies before us; but we are well equipped and prepared to take up any of the questions that present themselves. The Philadelphia Hardware Association will always be found, in the front ranks, in pushing forward any good movement, lending its voice to that which it believes will be for the best interests of our city, and the Hardware trade in general.

Our experience has proven to us, that organizations of this kind are not only useful, but stimulate the trade of which they are a part. Yours truly,

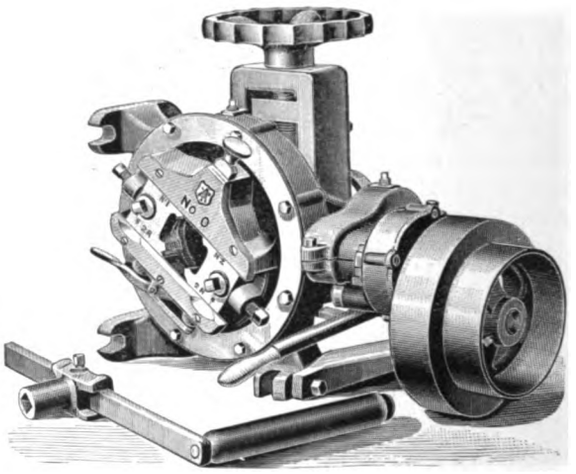
T. B. Hendrickson,
Secretary Philadelphia Hardware Association.

Philadelphia, Pa.

The S. W. Owen Co., Norwalk, Ohio, have just closed contract for heating the Old Ladies' Home, at Elyria, Ohio, using their Duplex Water Tube Heater. Their system also furnishes hot water for domestic use.

Armstrong's No. O Pipe Machine with Power Attachment.

The recognized merit of the No. O new hand pipe threading machine, the latest addition of the Armstrong Mfg Co., to their large line of improved pipe machines, and now in general use by the trade, has created a wide demand from mill and factories for the same machine to be run by power. To meet the market the Armstrong Mfg. Co have lately brought out an attachment which can easily be fitted to the machine, and turns it at once into a power machine. This attachment is composed of an extra gear and pinion with two cone pulley which is slipped on the pinion of the second speed and has a stay bolted on the base to support it, making it perfectly strong. The engraving shows the machine with attachment ready for the belt. The No. O machine is made for threading pipe ⅛ inch to 2 inch and



bolts from ½ inch up to 1½ inch. The working parts are all encased so as to keep them free from chips and dust. The gear of the die head does not bear on the head when revolving, and therefore does not wear loose by friction. This is considered the very latest improvement on threading machines, and make it impossible for the operator to produce a "drunken" thread. There are other attractive and meritorious features original in this machine and which have been made to meet the demands of the trade Full particulars can be obtained by addressing the manufacturers either at Bridgeport, Conn., or No. 139 Centre Street, New York City.

St. John Iron and Hardware Association.

In the early days of 1895, the St. John Iron & Hardware Association of St. John, New Brunswick, came into existence. This new organization was formed for the purpose of social intercourse, discussion of all matters of interest to the trade, the fixing of prices, the regulation of freights, etc. All houses engaged in the iron or Hardware trade of St. John were eligible to membership in the organization. The following officers were elected for the first year:

President: W. H. Thorne.
Vice-President: S. Hayward.
Secretary and Treasurer: J. J. Barry.

It was ordered that the annual meeting should be held on the second Monday of January of each year, and the regular meetings on the first Monday of each month.

The "Hardware Hints" published by the Logan-Gregg Hardware Co., Pittsburg, Pa., for April, is at hand, and we must congratulate this excellent house upon the issuing of a very interesting statement concerning their business, and some other things in connection therewith. Considerable skill has been shown in the preparation of the publication.

Age renders German silver brittle when strong currents are used. This is true also of gold or silver wire.

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E. BISSELL & CO, HARDWARE AUCTIONEERS.

Among the forces that have assisted in making the Hardware trade of New York the great and important factor that it has to-day become, the firm of E. Bissell & Co, must be regarded, especially, as they are known the country over as the only exclusive wholesale auctioneers of Hardware and cutlery, and have a large and important connection with the Hardware trade. They are located at Nos. 12 Murray Street and 15 Park Place, New York City, where they occupy six floors, extending from the one street through to the other, giving them two front entrances, and a large area of floor space. At the age of twenty-four Eugene Bissell commenced this special line of business, on January 1, 1863. While still in active business at the head of this line of labor, he may be regarded as one of the pioneers in this special line, for he has practically been connected with Hardware lines from that early day to this. Since 1874, Mr Bissell has been identified with this trade to the exclusion of everything else, and during this long and important period, has practically done not only the wholesale Hardware auctioneering of this city, but for most of the leading manufacturers and importers of cutlery, house furnishing goods, bicycles, China, Japanese ware and fancy goods, not only for New York, but throughout the country at large.

During the time above referred to, he has conducted some very large and important sales, among which the following may be mentioned: Those of the American Screw Co, the Cutlery Association, including Meriden Cutlery Co., Lamson & Goodnow Mfg. Co., Landers, Frary & Clark, J Russell Cutlery Co., American Cutlery Co., Beaver Falls Cutlery Co., Northampton Cutlery Co., Goodell Co., New York Knife Co., Bridgeport Cutlery Co.; and also those of Wm Bryce & Co, Gilbert, Sweet & Lyon, Bedell & Co., Rogers Mfg. Co., Schweitzer Mfg. Co., Geo. W. Albnrtiss, Lalance & Grosjean Mfg. Co., St. Louis Stamping Co; also the china sales of Charles Vagt & Co., Burgess & Godda-d, Benedict & Co., George Borgfeldt & Co, Hinrichs & Co., Oscar Strasburger & Co; the fancy and Japanese goods sales of Althof Bergman & Co., A. A. Van Tine & Co., R. Isaacs & Bro., DeMaisener & Co.; and the bicycle sales of Ormonde Cycle Co., Indianapolis Cycle Co., Speirs Mfg. Co., Warman & Schub Cycle Co., New Haven Cycle Co., Hendee Mfg. Co., etc., etc.

The firm of E. Bissell & Co. now consists of Mr. Bissell and Frank Van Name. The gentleman last-named is Mr. Bissell's active lieutenant, and gives an earnest and efficient service to the important interests which the firm have in hand. The above facts show that Mr. Bissell has practically seen the growth of the wholesale Hardware auctioneering business of the country, and has personally been an important part of the same. As above stated, he began his connection with this line in his early days, and it has been his pride to make of it something more than a mere business connection, and has applied to it those foundation principles of judgment, industry, investigation and the application of new methods, that have been applied by other men with equal success in allied lines of business or labor. There is no part of this business, or no ramification thereof, which he does not thoroughly understand, or through which he has not passed by practical experience. He may, therefore, be regarded as an expert upon all questions relating to the disposal of large or small stocks of Hardware, etc., etc., in this manner. His house to-day stands among the best in the city, and has a reputation for square dealing, honest business methods and the obtaining of the best possible results for those whose interests are committed to its hands. While looking after the interests of those whose goods are sent to them for disposal, E. Bissell & Co. have an equal regard for the interests of those by whom purchases are made; and buyers, whether in large or small quantities, can always feel satisfied that they are protected in all possible ways by the house. And one of the best assets of the firm is the fact that it possesses the confidence and good will of both seller and buyer.

Eugene Bissell was born in Suffield, Conn., on November 1, 1839, of English descent, and has a good right to his membership in the Sons of the Revolution and the Society of the Colonial Wars, as his ancestors were numbered among the earliest and best settlers of New England, and did their share, not only in the war for independence, but



EUGENE BISSELL.

also in the earlier colonial wars against the French and Indians. Mr. Bissell has the proud distinction of knowing that a grandfather upon the maternal, and another upon the paternal side, took personal part in that memorable campaign which centered about the bloody field of Lexington. His childhood and youth were passed under the homelike and beneficent influences of New England life, and his education secured at the Connecticut Literary Institution at Suffield. In 1859, Mr. Bissell went South and engaged in business at Holly Springs, Miss. He thoroughly identified himself with the life of the South, but when the civil war threatened, followed the bent of his patriotic sympathies, and came to the North. On June 8, 1861, he enlisted for the war as a member of the Ninth New York Regiment, which was sent immediately to the front. He served until July, 1862, having seen considerable active service, when he was honorably discharged on account of disability, then returned to New York, and soon afterward took an active part in the business connections referred to above, where he has since remained. Mr. Bissell is a member of the Sons of the Revolution, the Society of Colonial Wars, Veterans of the Ninth Regiment, Veter-

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ans of the Seventh Regiment and the War Veterans of the Seventh Regiment, and Lafayette Post, Grand Army Republic.

Mr. Bissell was very active in the creation of the Hardware Club of New York, and has been continuously among the hardest workers upon its official staff. He was elected one of the original board of governors, which position he has since retained by successive re-elections, his present term expiring in 1900. He was a member of the first dinner committee, where he did active service, and has been a member of each succeeding committee from that day until this. He was one of the original members of the house committee, of which Peter McCartee was the first chairman, and on the elevation of Peter McCartee to the presidency of the club, was appointed chairman, where he has done most efficient and intelligent service, to which is due a large portion of the present efficiency of the working forces of the club.

In all that relates to social life, reputation for fair dealing, the esteem and good will of the trade. and courtesy towards those with whom he comes in business contact, Mr. Bissell is held in the highest repute.

The Montreal Association.

Owing chiefly to the efforts of Thomas J. Drummond, who was then a member of the council of the board of trade, a meeting of the Hardware and Metal Merchants of Montreal, was called in February. 1894, to consider the desirability of forming an Association of these branches of the trade. The meeting was held, and the Association definitely organized under the name of the Metal & Hardware Association of the Montreal Board of Trade. The original members of the Association were as follows: Abbott & Co.; Bacon Bros.; K. W. Blackwell; Geo. S Brush; Canada Iron Furnace Co., Ltd.; Jas. Cooper; Chas. J. Chisholm; Copland & Co.; Wm. Clendinneng & Son Co., Ltd.; B. J. Coghlin; Crathern & Caverhill; Caverhill, Learmont & Co.; Chas. Cassils; Dom. Wire Mfg. Co., Ltd.; Drummond, McCall & Co.; Thos. Davidson & Co.; Drummond, McCall Pipe Foundry Co., Ltd.; Jas. Fyfe; Gurney, Massey Co., Ltd.; Robt. Gardner & Son; Garth & Co.; J. H. Hanson; E. N. Heney & Co.; A. Holden & Co.; H. R. Ives & Co.; W. M. Knowles & Co.; Warden King & Son; Gerald Lomer; Londonderry Iron Co., Ltd.; Lewis Bros. & Co ; A. C. Leslie & Co.; Letang, Letang & Co.; Machinery Supply Co.; McClary Mfg. Co.; John McDougall; A. Macpherson & Son; Middleton & Meredith; Montreal Rolling Mills Co.; Thos. L. Paton; Jas. W. Pyke & Co.; Geo. R. Prowse; Moses Parker; Pillow & Hersey Mfg. Co.,Ltd.; John B. Rose & Co.; Wm. Rodden & Co.; Thos. Robertson & Co.; B. & S. H. Thompson & Co.

The Association has done excellent work, as shown by the annual reports for each year that has elapsed since the beginning of the organization. The merchants and manufacturers of Montreal connected with the Hardware and metal lines have been able to act together, in regard to legislation affecting their various interests in matters pertaining to the dealings with various railroads, in regard to freight rates, and have also been able to do something toward shortening terms of credit, the undue length of which has been in the past a very great drawback in trading in the Dominion. The president, GeorgeE. Drummond, writes us: "If the work done by our Association has not been very great during the past year or two, it is simply because the occasion has not demanded our interference, but the members feel that it is a good thing to hold the Association in readiness to act should any emergency, legislative or otherwise, arise affecting the general interests of our trade." The present president of the Association is Geo. E. Drummond, and the secretary, J. Stanley Cook.

HARDWARE'S "Prices Current" are reliable

1898 League Tire Catalogue.

The New York Belting & Packing Co. have issued a new 1898 League Tire catalogue. This has purposely been made small and compact, so as to slip into an ordinary envelope, and contains portraits of the two well-known amateurs, R. M. Alexander, who won the first-time prize in last year's Irvington Millburn road race, and John M. Nobre, the champion century rider, with a record of 253 centuries made during 1897. Both of these gentlemen won on League Tires.

In these times of cheap prices, the company have thought it well to emphasize the fact that League Tire quality has been kept up to the highest standard of rubber fabric and workmanship, but that riders can secure them in most cases without extra cost; and even where a charge is made, it is not really felt by anybody.

This artistic little work is illustrated with cuts of League Special and League Single-Tube Tires, showing the six layers, four of rubber, and two of fabric, which go to make up each tire, and indicating clearly the amount of thought, care and labor necessary to produce first-class tires. Following these illustrations are brief descriptions of the League tandem and racing tires, after which come the sizes, weights, price list , guarantee, etc.; and last of all, there is a brief description and directions for using the Leaguekit Repair Tool. This is simple, quick and certain in its operation, and makes both a cement repair and plug repair, as the size of the puncture requires, doing the work of two repair kits at the price of one. On the front and back covers appear the well-known round League tire emblem.

The New York Belting & Packing Co will send this catalogue free to anyone, on receipt of address.

New Feature of Bissell Carpet Sweepers.

The Bissell Carpet Sweeper Co. have secured exclusive control of a patent process for covering carpet sweeper handles with velour, or velvet, and it is apparent that the practicability of this feature will appeal at once to the trade and the consumer. These handles will be covered with handsome figured velour, or velvet, in variegated designs and patterns, and will be mounted with nickel caps and bands. These richly upholstered handles will not only be delicate to the touch, but will prevent the marring of furniture in sweeping under beds, tables and lounges, or when the handle tips over by accident, as often occurs.

These handles will add materially to a carpet sweeper display, and cannot fail to promote the sale of Bissell sweepers.

East Tennessee Hardware Association.

On October 22, 1895, the East Tennessee Hardware Dealers' Association was formed at Greenville, Tenn., at which time eight firms of Hardware dealers were represented, and letters were read from others, promising their support. The following officers were elected for the first year:

President: Geo. E. Speck, Morristown.

Vice-President: R. M. Rogan, Rogersville.

The subsequent meetings of the Association have been well attended, and the success which has followed this effort is shown by the interesting letter from the president of the same, found upon another page of this issue.

She (at the reception): Well, Mr. Rott, how is poetry now?

Mr. Rott (rising young poet): Very dull, indeed. Patent medicine verses bring only 5s. a hundred words, no activity at all in porous plaster ads., and in the slump of prices yesterday children's food rhymes went down thirty points in fifteen minutes.—*Tit Bits.*

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THE HUMASON & BECKLEY MFG. CO.

The business of the Humason & Beckley Mfg. Co., New Britain, Conn., and No. 80 Chambers Street, Borough of Manhattan, New York, was established by William L. Humason, senior, in the year 1853 at New Britain, Conn. From 1853 to 1863 Mr. Humason had several different partners, though a portion of the time he conducted the business alone. The firm was known through this period as W. L. Humason, Whitney & Humason, Doen & Humason, Humason, Beckley & Lockwood, and Humason, Beckley & Co., and in 1863 was incorporated with an increased capital, as the Humason & Beckley Mfg. Co.

About one-half of the product consists of builders' and miscellaneous Hardware, such as hammers, wrought iron and bright wire goods, bolts, corkscrews, etc., etc., and the balance, of pocket cutlery, the manufacture of which



VIRGIL P. HUMASON.

was commenced soon after the formation of the company in 1863.

The company now produces a large variety of these goods, consisting principally of the finer grades of pocket knives, the reputation of which has long been established, and the H. & B. brand is now, therefore, too well and favorably known to need further commendation here.

When the company was formed, in 1863, W. L. Humason was made president, treasurer and manager, and Franklin W. Beckley, secretary.

Mr. Humason died on April 15, 1889, leaving a widow and two sons, Virgil P. Humason and William L. Humason. He was prominent in business, political, social and educational circles. He held many positions of public trust, and was twice elected to the State Legislature. He was a man of literary attainments, and a poet of no mean order, as all who knew him will attest.

Virgil P. Humason was made treasurer of the company in 1866, and on January 1, 1871, took charge of the New York office. He graduated from the New Britain High School in 1863, and from the Eagleswood Military Academy in 1866 where he was the valedictorian of his class. In 1875, while still in business, he commenced the study of law, devoting his leisure time to it, and in 1878 graduated with honors at the Law School of the University of the City of New York, and was admitted to the bar as attorney and counsellor-at-law on May 15, 1878.

William L. Humason, Jr., graduated from Harvard College in 1877, and from that time took an active part in the business, being made assistant treasurer, and upon the death of his father, president of the company.

Mr. Beckley, senior, died many years ago, leaving one son, the present secretary, who is now traveling for the company, and who is well and favorably known to the trade.

The present officers of the company are: W. L. Humason, president; F. S. Beckley, secretary, and V. P. Humason, treasurer and New York agent.

Evolution in Trade Methods.

Everything in life is changing. Revolution and evolution seem to be going on everywhere. Scenes, methods, habits, tastes, and even principles, are radically changing. It is a new life, with new ways and new aspirations—not the least startling change is to be seen in business life. What would the rich old merchants of half a century ago say to the methods, expenses and fine surroundings of the business houses of the present day? They would rub their eyes in bewilderment, and tell many a story of their own day of simplicity and economy, and yet of great and honorable success. All business men, and especially the younger firms, should recognize the new state of affairs, and make a constant study of the changes and development that are taking place. Judgment and nerve are required in a higher degree than ever before. Business must have clear brains and stout hearts. It must have constant watchfulness and energy. It must have regard not only for private interests, but the public welfare. The success and expansion of firms cannot now take place without the prosperity and growth of cities. The road to fortune in business is no longer the beaten track which can be followed from generation of a family. Each season and each year is producing new elements and relations in the situation, in connection with human progress generally, and the wise and successful merchants will be those who join in the onward march with faith in themselves and confidence in the future.—*Exchange.*

The displacing of wood by steel in the construction of grain elevators is likely to grow in favor, as the merits of the steel structure are more widely known. The Buffalo elevator to be run by electric power will have enormous capacity, and one being projected by the Canadian Pacific will, it is said, have equal storage room. The same road proposes to build a series of steel elevators along its lines, where, as in Manitoba, the raising of grain is a leading industry. These are but the beginnings of a systemized movement that cannot fail to be of great importance to American steel manufacturers.

Christian Trautman, proprietor of the business conducted under the name of the C. Trautman Hardware & Supplies, No. 1803 Carson Street, Pittsburg, Pa., died at his residence in that city on March 2nd, thus removing from the scene of active business a prominent member of the Hardware trade of that city.

A horseshoe magnet will lift a load three or four times as great as a bar magnet of the same weight will lift.

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SOME LATER ENDORSEMENTS.

Elsewhere, we publish a number of very interesting communications from presidents of the various Hardware organizations, and other leading members of the trade, telling briefly what each club or association has done for the territory it represents, and giving the opinions of these gentlemen, as to whether they believe in Hardware Associations, and why. Since these communications have been sent to press, we have been favored with several others of like character which are here reproduced:

FROM GENERAL TILLINGHAST.

Editor Hardware: I have received your very courteous communication bearing date of 24th inst., asking me to give my ideas, as a Hardwareman, on the subject of *whether I approve of Hardware Associations, and why.*

I very frankly answer that I do, and my reasons are these:

The people of the world, in every branch of commercial and mercantile life, are tending toward centralization. Part of that centralization is a disadvantage to the people, a large portion for their good; likewise with the object of benefiting mankind and the dissemination of knowledge, scientific men in all walks of life are forming associations. I feel that it is wise, timely and a matter of business precaution, for men interested in a particular mercantile line to come together, from time to time, discuss their differences, heal their wounds; and if they gather with a feeling of reciprocity, I believe it will inculcate into the whole a stronger and healthier feeling. But to accomplish this they must bring themselves to a point where they are ready to yield to one and receive from another. Too much attention should not be given to controlling values. The main point to be aimed at should be the stopping of abuses, preventing unbusiness-like competition and framing such legislation among themselves as will persuade manufacturers that they cannot carelessly neglect the arteries that carry, so to speak, their commercial life-blood through the territory in which they exist.

The social side of such gatherings should not be overlooked. Ofttimes the most chivalric acts of life come from a friendship formed by contact with one who before seemed an enemy, but who across the hospitable board has proven himself a friend. Associations based upon honor can confidently look forward to success.

Yours truly,

Albany, N. Y. C. Whitney Tillinghast 2nd.

SEVERAL GOOD REASONS.

Editor Hardware: In responding to your question, "What has your Hardware Association done for the trade which it represents?" Permit me to state:

First.—It has been instrumental in establishing a cordial relationship between the houses constituting its membership, displacing a spirit of distrust, suspicion and hostility with a feeling of confidence and good fellowship.

Second.—It has developed the principle of honorable competition, and whilst recognizing that rivalry for trade is keen, it does not follow that it should be bitter, but that our several interests can be better served through the means of a friendly feeling, one for another, and the pursuit of lofty business methods.

Third.—In enabling us to adjust many matters incident to the trade which could only be accomplished by united action, and where the efforts of individual houses would not avail.

We could enumerate other benefits derived from our Association did space permit, but in accomplishing the above results our coming together has not been in vain.

Congratulating you upon your enterprise, believe me,

Very truly yours,

W. C. Reitz,

President Pittsburg Hardware Jobbers' Association.

Pittsburg, Pa.

SOME GOOD ENDORSEMENTS.

W. Chamberlain, Emery-Waterhouse Co., Portland, Me.: Replying to yours of the 30th, and answering your question: "Do you believe in Hardware Associations, and why?" I answer, I am one of the firmest believers, first, because we have been greatly benefited by them in our business, and have proved beyond the shadow of a doubt their efficiency; because they take much of the sting out of business competition, and promote a feeling of brotherhood in our calling; because, by united efforts, results can be made possible that no single member could bring about. They encourage kindly feelings between manufacturers, jobbers and retailers, assisting each to secure the proper and just reward for their labors; fostering kindly feelings and a respect for the rights of each other; and lastly because they are one of the results of our advanced civilization and encourage the "doing unto others as you would that they should do unto you."

J. C. McCarty, J. C. McCarty & Co., New York: Permit me to subscribe myself in hearty sympathy with associated movements such as embodied in Hardware Associations referred to in your editorial of 10th ult., as when honorably founded and restrictively defined, they exert a healthful influence on all concerned. The social side, usually considered secondary and incidental, is in my opinion primary, and the far-reaching element, that enters into and leavens the whole batch. It is contended in some quarters, and with some show of reason, that Hardwaremen as a class are lacking in sociability. According to same authority we appear to occupy the paradoxical position of knowing each other, and yet are not acquainted. These charges, be they real or simulated, find barren soil in which to thrive where associations exist that have the proper ring to them. Our New York State Hardware Jobbers' Association can be regarded a gem in the crown of trade associations—it rests securely upon the honor of its membership—every link in the chain that binds that body is forged from social material. Mercantile associations worthy the name radiate lasting benefits, the scope of which is only confined by the limits of the country. They should be fostered, upheld and permitted to grow.

D. C. Delamater, Freeman, Delamater & Co., Detroit, Mich.: I am a strong believer in Hardware Associations, because I am in favorof any method which will promote the feeling of good feilowship and personal friendship among those who are competitors in any branch of trade. These Associations are valuable, also, in that they give an opportunity for their members to get together and compare notes, and while they may not of necessity enter into combinations or agreements in regard to prices, they can, by mutual concessions, do away with many methods which are not business-like, and have a tendency to destroy legitimate profits. Without these Associations, there is of course, no organization, and the different individuals are all acting independent of each other. Organization makes them a compact body, with a strength and influence which cannot be accorded to any individual. Busi-

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ness men who are competitors are fast learning by these Associations that their brothers in the trade who they formerly looked upon with suspicion and distrust, are fully their equal in all respects, and in place of the sentiments of old, there are many and lasting friendships formed. The fraternal feeling has largely increased through these Associations, and the result has been well worth all the trouble or expense in maintaining them.

Thomas F. Smith, Smith Bros. Hardware Co., Columbus, Ohio: In reply to your request, will say that I do believe in these Hardware Associations. In coming together we become acquainted, and if we have any grievances we can adjust them. After these associations we are not quite so willing to believe all the reports we hear in regard to selling goods without profit.

T. W. Gathright, May & Thomas Hardware Co., Birmingham, Ala.: Do I believe in Hardware Associations? Yes. Why? Because by attending the annual meetings we get valuable information from members that can be obtained only by experience. Because in union there is strength and we get recognition from manufacturers as a body that we could not get as individuals. Because through officers of the association we keep in touch with others in the same line, thereby learning the most improved methods of conducting the Hardware business.

Thomas Coldwell, Coldwell Lawn Mower Co., Newburgh, N. Y.: I think that the association of Hardwaremen (or any other trade) is a good thing, when used for the purpose of improving our knowledge of the business. We want to understand that education in *tact*, *push* and *principle* are quite as essential to success in business as a general college education.

BENEFITS GAINED IN PHILADELPHIA.

Editor Hardware: In answer to your question, "What has your Hardware Association done for the trade it represents?" it gives me much pleasure to state that I believe its benefits are manifold, and, while it is not always possible to estimate the results in dollars and cents, still it is often possible to see direct pecuniary benefits resulting from our Association, while the indirect benefits are, probably, much greater in number and amount.

In the first place, when the Hardware Merchants' & Manufacturers' Association of Philadelphia was started, some thirteen years ago, jobbers had a very slight acquaintance with each other; in fact, instances were known where jobbers doing business in our city for twenty and thirty years were unknown to each other. As might have been expected, this condition of affairs resulted in more or less personal feeling, while the natural tendency was to believe all that was bad of your competitor.

For the last few years our jobbers and manufacturers have been brought together in friendly converse at least once a month, and annually for a social dinner, and while human nature is still unchanged, as has been the case since the days of Adam, it is difficult to believe the worst of the man who sits next to you at dinner or whom you are in the habit of meeting on friendly terms. This one fact removes much unpleasant discord and strife from business, and means a considerable saving in the course of the year in money.

Now we feel free to confer with each other as to prices we are making, and, while we do not usually attempt to regulate prices by combinations or agreements, still much good is accomplished by this mutual confidence. Then, again, business is not the whole end of life, and we feel it is something to have the good will and respect of your fellow merchant; and the friendships formed in our Association have frequently been very helpful and pleasant, and we are already old enough to see the fathers handing down to their sons membership in the Association and the benefits which result from their fathers' friendships.

As a Philadelphia trade organization, we always feel we have our place among the merchants of Philadelphia and their trade bodies, and while the voice of the individual is scarcely heard, we have frequently, through our Association, been able to enter our corporate protest against mismanagement in civic affairs. and have been able to aid and encourage other undertakings which aim to benefit and advance the city of which we are all proud.

In trade, matters will often arise which cannot be treated satisfactorily by one jobber or a single manufacturer, but where the voices of our united Associations carry weight and authority, and frequently we have been able to effect reforms and to bring about desirable changes in this way.

To recapitulate, we feel our Association has done much in the way of bringing about an era of good feeling and good fellowship, while in trade, civic and economic questions, we have often been able to wield an influence, as an Association, which we could not have possessed as individuals, and are, therefore, believers in our Philadelphia Association, and wish it long life and prosperity.

Respectfully yours,

JAMES H. RITTER,

President Hardware Merchants' & Manufacturers' Association of Philadelphia.

Philadelphia, Pa.

WORK OF THE PACIFIC COAST ASSOCIATION.

Editor Hardware: In reply to your request for information concerning the Pacific Coast Hardware & Metal Association, I avail myself of the opportunity given by your Special Edition of April 10th, to lay before your readers a brief summary of some of the advantages already secured by our organization, and with the hope that it may prove of sufficient interest to stimulate the formation of similiar Associations in territories where they do not exist.

You ask: "What has our Association done in a business and social way for the benefit of the trade it represents?" and I answer that beyond a shadow of doubt, or fear of contradiction, it has demonstrated the fact that in matters pertaining to the general good of the trade, that is, matters in which all are equally interested, it has been a factor of direct benefit and positive advantage; and that as far as the social element is concerned, it has been the means o eliminating much of the acrimonious feeling which possibly is natural, or at least quite common, with competitors who sell goods in the same territory. Our Pacific Coast as a whole, is of great area, but comparatively sparsely populated. It is composed of different sections varied in extent, some of quite limited values for the distribution of merchandise, jealously regarded as exclusive domain, and vigilantly defended from encroachment by the houses within its boundaries.

As transportation facilities have increased, new and distant competitors have been brought into the field, and this additional element of rivalry, added to the general depression of business and depreciation of values during the past few years, brought about an abnormal strife for trade, accompanied by excessive and sometimes unnecessary competition, leaving as a result a feeling of jealousy and distrust of each other that seemed to be quite general. To overcome this injurious condition, by uniting on some common ground beneficial alike to all, in which all were interested and none injured; to develop among our brother jobbers a spirit of amity and concord that would render the interchange of views more susceptible of consideration for the adoption of better methods in business, have been the objects and aims of our Association. How well it has succeeded in these purposes, is evidenced by the fact of its membership, comprising nearly every wholesale house between the extreme southern and northern borders of the Coast States, and the practical good already accomplished.

One object of universal interest was found in the case

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and cartage question, that is of charging a moderate price for such expenditure, a reasonable and just charge sufficient at least to cover the cost of outlay, and which of late years had grown into disuse through needless competition. This may seem a trivial matter and in its detail doubtless is so, but in the aggregate was a serious burden to those who were compelled by the law of competition to bear the entire loss. An agreement to charge for this service was adopted and is now strictly observed, and has not resulted in any serious complaint, as the charge is an equitable one.

Another subject of general interest was that of terms and credits. In the rivalry for business, undue time and immoderate credits were rapidly becoming the general practice and being extended to those of doubtful responsibility, a custom perilous in many ways to the seller, of frequent disadvantages to the prompt customer, and of questionable advantage to the slow one. An agreement to change this uncertain method and to fix terms that would be reasonable and uniform, was adopted, is now in force and has been of great benefit to all.

These improvements could not have been accomplished without an organization; individual effort was powerless to effect the changes, and therefore the Association has been of benefit to the trade it represents, and that without detriment to any interest.

There are also other matters of equal value to our members relating to the transportation question, and which are now receiving consideration.

Our Association does not seek to control prices to a dead level of non-competition, for this is impracticable as well as undesirable; in fact it is very chary as to the subject of prices at all, but matters of this character that require attention are accomplished through the efforts of supplementary Associations, or Chapters, located in the different important centers, and all kept informed by correspondence through our secretary; but we aim rather through the discussion of sound business principles, and the inculcating of a spirit of consideration and mutual forbearance towards each other, to invite co-operation on measures of general welfare, and through this means and the friendly feeling engendered thereby, to correct the evils of unremunerative competition.

The conclusion is reasonable that if similar Associations could be organized and kept in working order in the various distributing centers of the country, many of the embarrassments and difficulties which now afflict the trade could be corrected or greatly ameliorated, and working through the National Association would become a source of great strength and value to each other.

Our Association employs a paid assistant-secretary, working under the direction of the secretary and executive committee, and it is believed that this method accounts largely for our continued success, as very few of our members could afford the time to attend to the many details requiring prompt and constant attention.

Very respectfully yours,

BRACE HAYDEN,

President Pacific Coast Hardware & Metal Association.

San Francisco, Cal.

Several towns in Connecticut have claimed each that the first person in this country to receive a patent had lived in that town. It is doubtful if any one can claim an older date than the following: Otis A. Smith, manufacturer of firearms at Rockfall, is in direct line of descent from Joseph Jincks, of Lynn, Mass., the first recorded inventor in America. In 1655 he was granted a patent for an improved scythe. He also made the first castings in this country, and in 1652 made the dies for the famous "Pine Tree" shillings. In 1654 Mr. Jincks made for the City of Boston the first engine in America, and his name is also associated with other inventions of that time.

Cleveland Retail Hardware Association.

Among the organizations of the Hardware line that have recently come into existence, is the Retail Hardware & Stove Merchants' Association, Cleveland, Ohio, of which H. P. Davidson is president, and W. E. Godfrey, editor of the *Ohio Merchant*, is secretary. The basis upon which this Association has been organized is the following declaration of principles enunciated by the charter members:

We, the undersigned, hereby join the Cleveland Retail Hardware Association for the purpose of increasing acquaintanceship with each other and to foster the highest commercial integrity among the Hardware, paint, stove and furnace dealers of Cleveland; to discourage excessive, unfair and unmercantile competition; to obliterate feelings of distrust and jealousy; to remove by concert of action all evils and customs that are against good policy and sound business principles; to influence legislation in favor of better collection laws; to encourage the increase and prosperity of the manufacturing and commercial interests of Cleveland; to efface installment house competition whereby standard brands of goods are sold on time, frequently at prices below a legitimate profit; to furnish each other with the names of undesirable credit customers, and to take such other action from time to time that will subserve the best interests of each other and the prosperity of all.

Regular meetings will be held on the first Tuesday of each month, and the number of members will soon reach one hundred. A number of the larger houses like the Mc. Intosh-Huntington Co., and H. W. Luetkemeyer & Sons, have become members of this Association.

The "New Easy" Lawn Swing.

The Strobel Mfg. Co., Marion, Ohio, are placing upon the market with great success, the "New Easy" Lawn Swing, an illustration of which may be found on page 102 of this issue. They speak in the strongest terms of the ease with which this lawn swing is operated, and call attention to the fact that it is made of the very best material, attractively finished, and automatic in operation. They further add: "It furnishes a delightful and healthful exercise for grown people as well as the little ones. The backs of the chairs are adjustable so they can be set up straight or inclined at any angle you would want it. The platform that the feet rests on is also adjustable; it can be raised or lowered to suit children or grown people. The 'New Easy' is a good, strong and substantial swing; can be taken apart and moved on a moment's notice; is arranged to fold up like a jack-knife and put away for the winter, occupying but very little space. Its adjustable features make it a combined swing and hammock, espepecially adapted for the park, lawn or veranda. Nicely painted and attractively finished."

A National Retail Hardware Association.

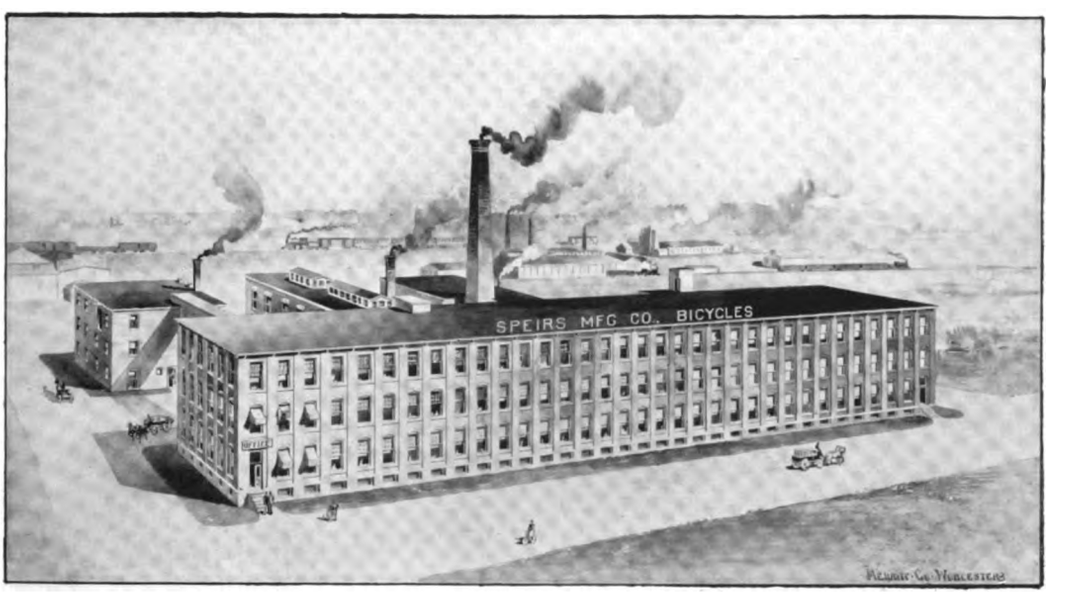
From various communications found in this issue, and from other signs of the times, no one need be surprised to see a National Association of Retail Hardwaremen come into existence at an early date. The formation of State Associations is an indication that the National Association will soon have to follow. It will be remembered that some time since, we published opinions from officials of the leading associations of the United States, in favor of consolidation in one central body, and it looks now as though the retail dealers would take the first step for the accomplishment of this greatly desired purpose.

The monthly meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on Wednesday, April 13th, at 5.45 o'clock. Dinner will be served at 6 P. M., after which a number of interesting addresses will be delivered.

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THE SPEIRS MFG. CO.'S SUCCESS.

The Speirs Mfg. Co., Worcester, Mass., for whom E. Bissell & Co., Nos. 12 Murray Street and 15 Park Place, New York City, are wholesale and retail agents, have won a reputation as manufacturers of bicycles and bicycle parts, which has placed them in the front rank in that line of production. They began business under charter, on January 25, 1892, and by enterprise and good work, have increased in size and influence and the amount and production, with every year that has passed. Their bicycles are well known everywhere, and the production for 1898, as illustrated in their handsome catalogue just at hand, covers the following wheels: Model A, Gentlemen's Roadster; Model A, Ladies' Roadster; Model B, Gentlemens' Roadster; and Model B, Ladies' Roadster. These wheels are fully illustrated and described in the attractive little catalogue, which will be sent on application, to any one interested. In addition to the making of bicycles, they have a first-class reputation as manufacturers of hubs, pedals, forgings and wrenches, and also are open to orders for the manufacture of anything in the Hardware line concerning which they will be pleased to send information to any who are interested.



As said above, the Speirs Co. began the manufacture of bicycles some seven years ago, and their output during the first year was 1000 wheels. Since then, the plant has been materially enlarged, and the output for a year has been 10-000 wheels and 5000 tandems, besides thousands of separate parts of wheels for other makers. Practically, the entire wheel is made in the Speirs factory, the only important exception being the wooden rims, rubber tires and saddles. The wooden rims are bought in Maine, and the purchasers of the Speirs wheels are given their choice of a variety of different saddles, and of several of the most approved makes of tires, which are especially guaranteed by the manufacturers. Every other part of the Speirs wheel is made in Worcester, and they are the best that money, experience and the highest grade of skilled labor can produce. We show, in this connection, the extensive factories of the company at Worcester, and the illustration speaks for itself as evidence of the size and importance to which this energetic corporation has grown.

Within the last few years, many have come to recognize the real merits of the Speirs wheel, and as a result it has grown in favor with those whose technical knowledge of wheels enable them to distinguish between a really high grade machine, and that which is of inferior quality. In consequence, the sales of the Speirs wheels have steadily increased, without the aid of extensive advertising and costly agencies. This year, the officers of the company have decided to give the people everywhere, an opportunity to get a strictly high grade wheel, at the lowest possible cost. We quote the following very warm endorsement of this company and wheel from a Worcester publication of recent date: "The purchaser of a Speirs wheel has other advantages besides the satisfaction of getting a first-class wheel at a moderate price. One of these is that there is a solid and substantial company behind it. Other wheels have been extensively advertised and sold for a few seasons; then the company making them has gone out of business, and if a part of the wheel was broken, it could not be duplicated without a great deal of expense and a loss of much time. Duplicate parts of the Speirs wheel are kept constantly in stock at the factory."

Too many of the wheels now on the market are made largely of stamped metal, but in the Speirs wheel, all of the connections are made of drop forged steel, and the hubs are bored out from a solid piece of steel. Purchasers are given options in the matter of handle bars, pedals and other matters, and the highest range in the way of gears is allowed. The Morgan & Wright single or double tube tire, the Hartford or the League tire, may be chosen, and the frame enameled in black, maroon, blue, green or other color.

The Worcester *Gazette* in speaking of this company says: "Worcester has to-day one of the most complete bicycle manufactories in the world. There are larger factories than the Speirs Mfg. Co., but probably one could count on the fingers of one hand, all the other establishments in this country that are as thoroughly equipped with all appliances for making high grade wheels. Scores of the best known makes of bicycles are not really manufactured in the strict sense of the word, by the companies whose name-plates they bear. These companies in many instances, buy the different parts of the wheel from a number of different manufacturers, and then assemble, and send the wheel out as their own product."

Further information as to this enterprising company, or their product, will be gladly furnished by them on application, or by E. Bissell & Co., Nos. 12 Murray Street and 15 Park Place, New York City.

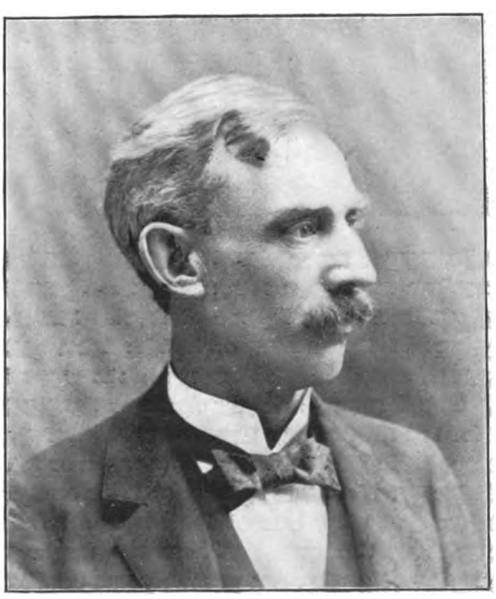
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WILLIAM FRANCIS,
PRESIDENT HARTFORD HARDWARE ASS'N



J. P. PATRICK,
PRESIDENT IOWA JOBBERS' ASS'N



GEO. M. MOORE,
PRESIDENT KANSAS CITY I., V. & H. CLUB



JNO. W. BAYLESS,
PRESIDENT EAST TENNESSEE ASS'N

REPRESENTATIVE HARDWARE ASSOCIATION PRESIDENTS.

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REVIEW OF THE MARKETS.

Heavy rains and severe floods in the Ohio valley, which at this season of the year are customarily frequent, have recently interfered with shipments and checked business activity, assisting in making current orders less important than usual. That the uncertain tendencies of diplomacy and a natural result arising therefrom, should have some effect on general business, is to be apprehended, but as care is taken to avoid any action premature as to motive or unwise as to results, the country maintains an unusual steadiness under these new conditions. Some projects relying upon financial aid to promote, may have to await the decision of the possible struggle between the two nations, but that any permanent check will be given the advancing tide of our present prosperity, admits of doubt.

Business represents, in its present state of indecision and lack of interest, about as quiet conditions as is possible, even with war in actual progress. All the uncertainties of expression. actions or conclusions which have filled the columns of widely circulated journals ever since the *Maine* disaster, have had the natural result of influencing the minds of the merchants as well as the people at large, until the progression of business methods and commercial success have been relegated to the rear, and await decisive measures on the part of the government or demands of the people for needed supplies, before trade can again be in a normal or natural condition. Once the question is settled as to whether the course of the administration will be to favor Cuba's independence, inaugurate armed intervention, or proceed to the necessity of war, we may then hope to have the excited feelings of our business men settle down to the accustomed labor inseparable from successful prosecution of their vocations.

Wire Nails: The market for this leading staple has not been in the strongest condition since it became evident that the larger consolidation of wire manufacturing interests had to be abandoned, the smaller association resulting from the efforts at organization, not being expected to do more than keep prices from being uncertain and questionable in character according to the size of the specifications offered. The necessarily conflicting competition following this change of base in obtaining full control of the market, has resulted in lower prices being obtainable, and while deliveries beyond the current month are not solicited or entertained, the quotations may be said to be about as they have been for the past two weeks, $1.35@$1.40 for carload lots at mill, good-sized specifications being able to obtain the lower quotation for an immediate delivery. Previous purchases under apprehensions of an advancing price, are still affecting the amount of current sales, which are by no means brisk or large in volume except in rare instances. Prices are not expected to materially improve under existing conditions, affected as they are by the war discussion and lack of trade interest. New York prices may be stated: Carload lots on dock, $1.50@$1.55; smaller lots from store, $1.65.

Cut Nails: No move of importance is noticed in this line, prices being without especial change, and are represented in New York by carload lots on dock, $1.20, and smaller lots from store, $1.25@$1.30.

Nuts, Bolts, etc.: Heavy goods in the way of nuts and bolts have been improving in demand and are in satisfactory condition for future requirements. The recent nominal advances have enabled the manufacturers to market their product under conditions more favorable than during the past season, sharply competing quotations indicating a growing excess of stock, no longer dominating the market as of old, the manufacturers finding it advantageous to work together without friction, under conditions encouraging harmony of action.

Screws: The improved condition of the market for Screws, has a tendency to make analogous goods firmer in quotations, than under the less favorable auspices prevailing last year. These goods had been known to the trade for some time as being marketed at a loss, and the slight advances which were the mid-winter features, having since been well sustained the trade has been greatly benefited and competition generally found less severe.

Cordage: Business has been of an encouraging character recently, evidently not affected by the war bulletins in common with other leading lines. The manufacturers have not, however, caught up with their back orders, and the future prospects are very bright. Prices are well maintained which may be quoted as follows:

Manila, 7-16 inch and larger	Per pound,	cents,		6½
" ⅜ inch	"	"	"	7
" ¼ and 5-16 inch	"	"	"	7½
Sisal, 7-16 inch and larger	"	"	"	5¾
" ⅜ inch.	"	"	"	6¼
" ¼ and 5-16 inch	"	"	"	6¼

A discount of ¼ cent per pound is made for car load lots.

Binder Twine: Continues to be in fair demand. The manufacturers report that many of the larger concerns throughout the West have been hanging off on account of the advancing price and are only fairly supplied for what will undoubtedly prove a remarkable demand when the harvest comes. In the present state of the market it would behoove the jobbers to book their orders, as the indications are the future prices will be on a rising scale, the highest for years. Eastern factories are quoting per pound, white sisal 6½ cents, standard sisal 6½ cents, manila 550 feet to the pound, 7 cents, pure manila, 650 feet to the pound, 8 cents. Car load lots f. o. b. are quoted at a discount of ½ cent.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of April 1, 1898, quote as follows: In lots of less than 5 barrels, 40 cents per gallon; in lots of 5 barrels or more, 39 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CLEVELAND TRADE.

Constant affirmation and denials about Cuban matters result in much uncertainty and cause hesitation, and will, if continued much longer, create indifference. The benefits predicted by some of the leading papers of this country by war are ludicrous. To suggest that destruction of property increases wealth, is an economic proposition, based on the impression that money and property are synonymous terms; as if more yardsticks would add to the clothing material.

Morality may demand action that will lead to war and financial sacrifice, but to favor war because it will increase the money in circulation, is another form of the silver and greenback delusion. Some great sacrifice may be a moral necessity to modify the spirit of greed. We certainly should not enter on it as a financial speculation.

The trade for March is undoubtedly affected by the war rumors. Some of the fifty millions comes to Cleveland, but the great farming and labor population go on with their

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work undisturbed. The jobbing and retail trade are not benefited by the disturbed state of the public mind, and improvements are postponed to await events. The season is much earlier than usual, creating an urgency for delivery for goods ordinarily wanted in April, so that March is quite certain to show a large improvement over last year. As predicted in a former letter, binder twine purchases have turned out to be an excellent investment.

Your anniversary edition, celebrating the organization of Hardware Associations, is commendable, for they will modify the cruelties of competition, lessen the strain of business, and increase the altruistic spirit by showing that success does not depend upon injury of our competitors. The Lockwood-Taylor Hardware Co.

THE BALTIMORE TRADE.

Present conditions are scarcely favorable to any great amount of business activity. Trade during March held forth great promises of improvement. The mild weather created a considerable demand for spring goods, and the firm tone of prices was an additional incentive for early purchases. Tha war cloud then was but a speck on the horizon. The past fortnight has brought about many changes. Spring weather has been replaced by snow and frost, (many of the early fruits in this section being destroyed), and the war cloud, like some huge spectre of the sky, seems to threaten death and destruction to the business interests of the community.

The martial and commercial spirit seldom make good bed-fellows, or to be more modern, seldom ride tandem. The one is the antithesis of the other. One is nurtured in darkness and doubt, the other thrives only under clear skies and sunlight. Commerce is a flower of peace and confidence—any agitation wounds it.

Perhaps Baltimore, owing to her close proximity to the nation's capital, feels more acutely the effect of this present agitation. The unrest and anxiety of the week have diverted all thought from trade—the one wish and hope and prayer being "Peace if with honor, or ———." (We dislike to think of the alternative).

By the way, with this issue *Hardware* celebrates its eighth anniversary and devotes its columns to the promotion of trade associations. A worthy cause and a worthy leader seldom fail. This doctrine could not be preached at a more opportune time. While all the religious world at this Eastertide chant the *Resurgam*, what more appropriate commemoration could be yours than to point out to the trade, of which you are the prelate, a resurrection into a new and better order of things?

May success crown your efforts is the wish of

The Tabb & Jenkins Hardware Co.

THE PITTSBURG TRADE.

Hardware Associations are becoming popular. This is the age of co-operative efforts in all kinds of business, and Hardware merchants find the advantage of getting together. Others will ably show the advantages of such associations in this issue of *Hardware*, so we forbear.

Pittsburg is having its full share of the general prosperity which is gradually overspreading the country. Our mills and shops are working steadily, giving employment to a large number of men. Modern machinery displaces a good many hands, as one man does the work of ten under old methods, but these things adjust themselves; new kinds of work are found, new wants are to be supplied, and all will eventually find their work.

The bicycle trade, contrary to expectations, is larger than last season. The drop in price seems to have reached the point where many can buy who were debarred before. The buyer of to-day gets better value for half the money than he got three years ago. The sundry trade is especially large, and is getting into the hands of the Hardware trade more each year. Logan-Gregg Hardware Co.

THE ST. PAUL TRADE.

You may not know that our city is in the banana belt, but such seems to be the fact, for we have had no snow or cold weather during the past winter, and at this writing the sun shines brightly, and it is as warm as a May day. Some wheat has been sown, and everything looks prosperous. Of course we are not entirely happy. We are selling goods entirely too cheap, and cannot see how much money can be made at the prices generally made. We believe in organization. All men are benefited by the exchange of ideas, and becoming acquainted with each other, find out by actual intercourse that our competitors are as anxious to do business for profit only as we are, and that he has believed the same stories about us as we were told and believe about him. Trade organizations are a good thing, if the only result is that we occasionally get a chance to swap ideas with our neighbors. C. W. Hackett Hardware Co.

THE MINNEAPOLIS TRADE.

The general outlook for business here and in the Northwest is fairly good, better, we think, on the whole, than for a number of years, but we do not expect any boom. The country as a whole is prosperous and the cities are beginning to feel this somewhat.

Jobbers are busy; the lumbermen are having a good trade at slightly advanced prices; there is considerable building going on, a little better class, on the whole, than that of last year. There seems to be such a demand for houses, that in spite of the large number of apartment buildings that have been put up in the past five years, a number of enterprises of this character are under way, and as there is a scarcity of desirable dwellings for rent, it would seem that in spite of the hard times, Minneapolis is not only holding its own, but is forging ahead.

We have had a very good winter, building operations having been continued uninterrupted. There is every indication of spring. Prices seem to be fairly well maintained. In event of war with Spain, we think there will be a good demand for everything that the farmers raise, with good prices, which would certainly be to our advantage, but we do not want to see war on that account. By the

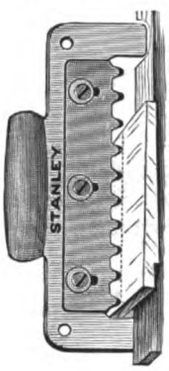
STUBS' TOOLS.
FRENCH FILES & RASPS.
S. J. ADDIS' LONDON CARVING TOOLS.
HAMMACHER, SCHLEMMER & CO.
DIRECT IMPORTERS
209 BOWERY NEW YORK.

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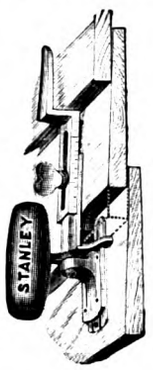
OILERS.
"PERFECT," 25c. "STAR," 10c.


The Best Oiler in the World.
Second only to the "Perfect."
"LEADER," 10c. "GEM," 7c.


The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
CUSHMAN & DENISON, - 174 9th Ave., N. Y.


Stanley's Clapboard (Siding) Marker. No. 88. Wood Handle, Steel Blade.....$0 50

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Clapboard (Siding) Gauge. No. 89. Wood Handle, Steel Blades.....$0 50


time this goes to press the question of war or no war will probably be settled.

We are for the freedom of Cuba, and vengeance for the destruction of the *Maine*, even if we have to fight for it.

W. K. MORISON & CO.

THE DAVENPORT TRADE.

Work is increasing at the government arsenal here; additional force has been added and overtime required. Navigation opened early, boats are running regularly. Seeding, commenced two weeks ago, is progressing nicely under the clear skies and warm sunshine. We have had several inches in excess of normal amount of moisture. Factories, are, as far as we can learn, running on full time and some are working nights and Sundays. March sales are largely in excess of the same month a year ago. The difficulty in getting orders filled promptly from makers, and increased trade, has a stimulating effect on prices, and is giving traveling salesmen more backbone than usual. If one merchant will not pay them the price asked, they know full well that the other fellow who needs goods for immediate use, will pay if they can promise prompt shipment from stock, and so with the increase in sales comes a corresponding increase in profits which remain still far below what they should be in the general Hardware trade.

We are members of the National Hardware and the Iowa Hardware Jobbers' Associations. We believe each organization is doing good work; if they were both a little more aggressive they would accomplish much more than they are now doing. SICKELS, PRESTON & NUTTING CO.

THE OMAHA TRADE.

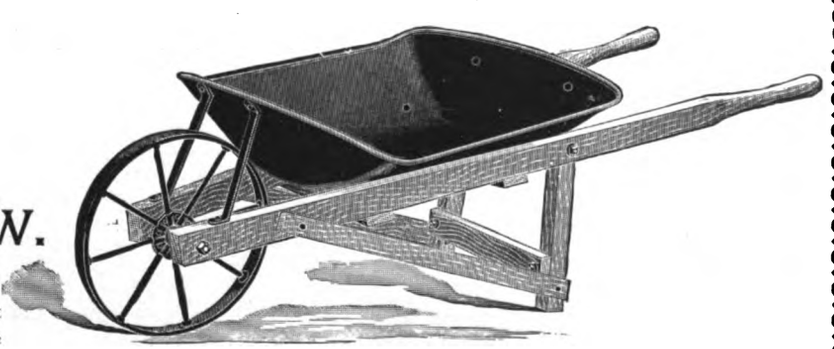
March business made a very satisfactory record, and while a good liberal trade has been looked for, the results were even in excess of expectations, and there is no reason why the present month should not make an equally satisfactory showing. General trade throughout the State is in a very satisfactory condition, and enough money is in circulation to liquidate all indebtedness promptly, and trade is running well into a better line of goods than have been called for for several years past. As was expected, there is considerable scarcity in many lines. The trade on steel goods, poultry netting, and other special lines of goods, run so far in excess of the supply that it is a matter of considerable difficulty to procure sufficient goods to fill orders with anything like reasonable promptness. Unless some unforseen contingency should occur, it would seem the West was entering upon a series of prosperous years which cannot but result favorably to the interest of manufacturer, distributor and consumer. Locally, retail trade is in better shape than it has been for a number of years past, and the general prosperity attendant upon the jobbing business appears to be well distributed among the local retail trade.

The Exposition is rapidly assuming shape, and while outsiders who come here to visit it appear to be more familiar with the vastness of the enterprise than those of us at home who are tied down to detail, surprise at the magnitude and scope of the undertaking appears to be general on the part of every visitor.

Relative to Hardware Associations, we have been more or less intimately connected with them for the past fifteen years, and believe they have been of material advantage and benefit to all those who have taken hold of them with the true spirit of fraternalism. We all broaden our ideas and develop new and valuable ones from association with our business competitors. Not only in a manufacturing and jobbing way, but in the organization of the retail trade, as well, we believe there is opportunity for an unlimited amount of good to be accomplished. There is no limit to the possibilities of these associations, and our experience has been that many of the best business suggestions we have ever received have come through association with our competitors and by comparing their ideas and business methods with our own. RECTOR & WILHELMY CO.

THE PHILADELPHIA TRADE.

The month of March closed in a gratifying manner, showing a satisfactory volume of business, in some respects quite an improvement over the year before, while the pros-

PAN-AMERICAN
R. R. BARROW.
With Round Steel Spoke Wheel
The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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pects for the future were most favorable, but it is difficult to foretell what the effect of the war talk will be.

From one point of view, many manufacturers are greatly helped. We know of some factories that are being run to their utmost capacity night and day to fill government orders, and, of course, these factories are practically out of the market, for the time being, on regular goods.

It would seem, therefore, as if this should make a scarcity in regular manufacturing goods with the result of higher prices. but, on the other hand, capital is very sensitive, and war, or the rumor of war, immediately shuts up many purses and puts a stop to many contemplated enterprises which would, otherwise, require beams, girders, steel rails and other manufacturing products, so what is gained in one direction is, probably, offset by loss in another.

We now hear of some enterprises that are being held in abeyance until this question is settled, and this may reasonably be expected to have its effect on trade in the near future. It is hoped, however, that war can be averted with honor to our country, and if so, the future seems bright and promising.

There are but few changes to report in prices and it still remains to be seen what the effect will be of the new Wire Nail combinations, and, apparently, instead of having one large combination, we will have two, or, possibly, more.

Collections have been a little show the past few weeks, but an improvement may doubtless be expected in this particular owing to the large sums now being paid out for wages. It is gratifying to note that the number of reported failures has been less of late, while the sale of tools has been phenomenally increased. This seems to point to the fact the mechanics are gradually getting to work again and that dealers are feeling the result in better and more profitable trade. Biddle Hardware Co.

THE GRAPHITE TRADE.

Here is something which may be of interest, it being a copy of a letter recently received from the West:

"Send me the price list of your Crucibles. The Klondykers are bringing down big quantities of gold to be assayed, so there is quite a good demand for crucibles."

Business generally is in good form, and it requires effort to keep pace with the demand for goods. There is little to say, excepting in a general way. We are decidedly and satisfactorily busy. Joseph Dixon Crucible Co.

Hobart B. Ives & Co., New Haven, Conn., report the most successful season they have ever had for their greatest specialty, the Ives Sash Lock. Their advertisement on page 11 illustrates a few of the leading articles on which their extended reputation throughout the trade has been firmly established.

The Canning Industry.

The United States' canning business consumes annually some 600,000,000 sheets of tin, in which the common fruit can takes up two-thirds of the entire product. This brings the fruit season in close touch with the tin plate industry, and as the present season has been one of exceptional abundance, it will make its mark on the home demand for plate. The can making industry is one of increasing importance, and its demands have evolved some special lines of automatic machines. In New York, Chicago, Baltimore, etc., automatic machines are employed having a daily capacity of 40,000 cans. In this special form of tin consumption, that is likely to increase rather than diminish, the American producer has a broadening market.—*Exchange.*

The Harrington & Richardson Arms Co., Worcester, Mass., have issued a leaflet of their revolvers in which the various makes and parts are fully illustrated and described. In a note of introduction they say: "We offer as complete and fine a line of revolvers (considering their cost to the purchaser) as any manufacturer, and we have without doubt made and sold more revolvers in the past 27 years than any other house. Our revolvers are as safe and their construction is as simple as any, and only the best material is used in their manufacture. We guarantee all our goods to be in perfect working order and well finished when they leave our factory. We will replace, without charge, any parts which may prove defective in actual use, when such parts are returned to us, with explanations, and have not been tampered with. Our system of inspection warrants our doing this." This catalogue will be sent on application.

The Kilbourne & Jacobs Mfg. Co., Columbus, Ohio, certainly must be classed among those American manufacturers who not only fill their own country with their fame, but are extending out across the seas, for new worlds to conquer. Wherever under the sun the wheelbarrows are used for the extension and progress of civilization—and, when we come to think of it, the wheelbarrow is a bigger thing than it usually has credit for—the name of Kilbourne & Jacobs is well known. A sample of their product is found on page 159 of this issue, and their line is very extensive, their factories being among the largest in America. Full particulars as to their goods, the high quality which they sustain, and the good service which they render, can be obtained by addressing the company at Columbus, Ohio.

The American Sugar Refining Co., Brooklyn, N. Y., are placing a new fireproof roof over their No. 1 boiler house. The roof will be fireproof, consisting of steel trusses covered with corrugated iron, and is being furnished by the Berlin Iron Bridge Co., of East Berlin, Conn.



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Fire at Bruce & Cook's.

On Saturday afternoon March 26th, Bruce & Cook, dealers in tin-plate, sheet-iron and metals, Nos. 186 to 190 Water Street and Nos. 248 and 250 Pearl Street, were visited by quite a serious fire in the large four-story brick warehouse forming a portion of the premises occupied by them on the Pearl Street end. The establishment referred to is a substantially built edifice in which the firm constantly carry an immense stock of goods, and in the cellar of this structure the fire originated, and was only discovered after the business had ended for the day; when only a clerk or two remained in the office building connected with this warehouse. A great smoke was created from the nature of the fire, and it was some time before the engines could get to work. The fire in the meantime had made rapid progress and was fast making its way up to the main floor, but was prevented by the hard work of the firemen from reaching either the upper floors, or the offices adjoining.

In the cellar which was used for the storage of tin-plate the greatest loss was suffered, about 18,000 boxes of the plates being damaged or were totally destroyed by fire and water. The solidity of the building, in the construction of which the heaviest timbers and beams were used, assisted materially in limiting the ravages of the fire, the damage even as it was reaching the amount of nearly $100,000 on stock and buildings.

Arrangements were at once perfected by the firm with the several mills represented by them, which will enable them to immediately replenish their stock without delay, and consequently the temporary disability resulting from the fire will be scarcely felt. Their competitors in the trade with a magnanimity worthy of commendation, have in every direction extended a helping hand, showing the great esteem in which this old and highly respected firm is held by the trade at large, which sympathizes with their misfortune and will do everything possible to mitigate its unavoidable inconveniences.

The American Steel & Wire Co.

At a meeting of the directors of the above newly incorporated company, held in Chicago during the past week, the following officers were elected and appointed:

John W. Gates, chairman.
John Lambert, president.
William Edenborn, first vice president.
Isaac L. Ellwood, second vice-president.
Stewart H. Chisholm, third vice-president.
E. T. Schuler, treasurer.
E. J. Buffington, secretary.
Frank Baackes, general manager.
C. H. Garvey, auditor.
E. H. Gary, general counsel.
E. C. Lott, general sales agent, Chicago office.
W. H. Howe, manager, Pittsburg office.
F. E. Paterson, manager, New York office.
E. R. Pool, Denver agent, with jurisdiction over Colorado, Utah, Wyoming and Montana.
W. W. Bierce, New Orleans, agent in central Louisiana, Mississippi, Alabama, Georgia, Florida, North Carolina and South Carolina.

They will have in addition to above, branch offices at Cleveland, Louisville, St. Louis and San Francisco.

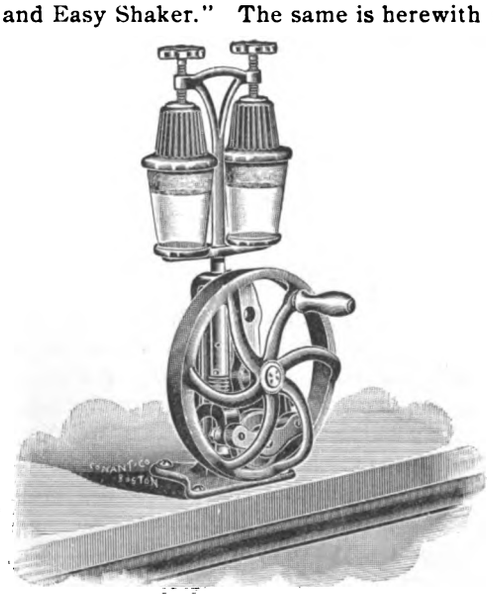
A Chainless Bicycle.

The Howard Chainless Cycle Co., No. 759 Summer Avenue, Newark, N, J., are placing upon the market a chainless bicycle, that is making its way with great succes in the wheeling world. It seems to have succeeded in furnishing all the requisites for a successful wheel of this pattern, and has also succeeded, by the use of a shaft with bevel gear in crank hank hanger and rear shaft, in dispensing with the sprocket and chain, and placing on the market a wheel that has passed from the stage of experiment to that of assured success.

"The growing popularity of the chainless bicycle, both for business and pleasure, has brought many makers into this field of manufacture, some instances without any special fitness for the high class workmanship required; in other instances with an untried device not practical and attractive only on account of its supposed cheapness. The Newark concern entered the field having the two important factors necessary to success, that is, experience, and a practical marketable product. In selecting a chainless bicycle, one does well to note that the wheel made in Newark is a strictly high grade bicycle, the result of large experience, rather than an experiment. The chief aim of the manufacturers is to make it of but one quality, the best that capital, superior material, experienced workmanship and superb facilities for manufacturing can produce. The Newark wheels show their superiority in nonwearing qualities, ease of adjustment, perfect alignment, absence of lost motion, protection from mud and dirt, ease of action generally, and great gain in strength. It is a matter to be proud of that this fine chainless wheel was brought to the successful stage in Newark."

"Quick and Easy" Shaker.

The Erie Specialty Co., Erie, Pa., are about to place upon the market a new Milk Shaker, to be called the "Quick and Easy Shaker." The same is herewith shown,



and as will be seen, is arranged for counter or table, and can be securely fastened to the counter convenient to the soda fountain, and being small, requires but little room. It is described as working with rubber friction, making it very quick and easy to operate; it is perfectly noiseless, and no vibration is therefore transmitted to the counter or shelf. Glass caps are provided for the tumblers, and one-half dozen tumblers and recipe for making syrups come with each machine. In speaking of it, the manufacturers say: "It is the cheapest and best shake ever put on the market; is something essential to every soda fountain in mixing lemonade, milk shakes or other beverages."

The National Association of Credit Men has under investigation at the present time several failures that present evidences of a fraudulent character. The policy of the Association in matters of this kind is clearly defined. If fraud is reasonably determined, in either or all of these cases, prosecution will be undertaken, with a view of bringing proper punishment to those who have done wrong, irrespective of financial settlement. The Association is determined to make fraudulent failures dangerous as well as unprofitable.

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The Death of Homer Foot.

Homer Foot, one of the best-known business men and most prominent citizens of Western Massachusetts, died at Springfield, April 6th, in his eighty-eighth year. Mr. Foot was a native of Springfield, and most of his life he spent there in active business pursuits. At the age of thirteen he entered the employ of James S. Dwight, whom nine years later he bought out and succeeded under the name of Homer Foot & Co., importer and domestic dealer in Hardware, iron and steel—a house that has continued under that name until now. In addition to conducting the business of this house, Mr. Foot took an active interest in the development of manufacturing enterprises and in railroad projects.

In the early days before the war, the firm of Homer Foot & Co. were the largest dealers in Hardware and iron and steel in New England outside of Boston; and their importations of iron and steel were not exceeded by any firm even in that city, imported stock in that line being the only reliance. The importations of iron and steel reached such important figures as 500 to 1000 tons at a time.

With Erastus Corning, of New York, and ex-Governor Fairbanks, of Vermont, he was one of the commission under whose direction that noble work of national importance, the Sault Ste. Marie Canal, was brought to a successful completion.

Throughout New England especially there was scarcely a commercial enterprise initiated at the time referred to, with which Mr. Foot was not in some manner personally interested. His activity may be learned from a list of some of the offices he filled—President of the Hampden Watch Co. and of the Glasgow Gingham Co.; Director of the Massachusetts Mutual Insurance Co., the Pyncheon National Bank, the Lamb Knitting Machine Co., the Hampshire Paper Co., and the Florence Sewing Machine Co. He only retired from active life a few years ago. He never took an active part in politics, although he was once made unwillingly, the Whig candidate for Lieutenant-Governor of Massachusetts, and was, without his consent, nominated as Mayor of Springfield. He was for a time Colonel of the Fifth Massachusetts Regiment. Mr. Foot married Delia, one of the daughters of James S. Dwight, his predecessor and employer. They celebrated their golden wedding in May, 1884. Mrs. Foot died last spring, after sixty-three years of married life, and up to that time there had been only one death in the family—that of the eldest son.

Nine children survive him, one of which Mr. James D. Foot, is the president and treasurer of the Kearney & Foot Co.

The funeral services were held in Springfield on Saturday last.

The Romance of Commerce.

Some day the romance of commerce, as associated with the marvellously varied crafts of Sheffield and district, will find fertile scope for practiced pen. There is abundant material. As far back as 1485, at the battle of Bosworth Field, the Earl of Richmond's army used arrows of Sheffield make. These had the credit of being "longer, sharper, better ground, and more highly polished," than those of King Richard. Indeed, the historian of the period states that they were the finest that had ever been seen on the battlefield. In the beginning of the lordly Shrewsburys, who held sway in Sheffield so long, arrows and bows were purchased here for the use of the army in France. Johnson, the antiquary, found a record of a hundred and thirty gross of arrow shafts at fourteen pence, and five thousand arrow-heads at fifteen pence per hundred, sent from Sheffield for government use. The cutlery craft itself originated in very early times. In the sixteenth century it had so greatly extended that it was necessary to control the business by the officers of the court leet of the manor. Juries of cutlers were then empanelled to assign marks, enrol indentures of apprentices, and levy fines upon such artisans as had contravened regulations drawn up by the cutlers and approved by the court. Probably the Guild of Cutlers then in power was but the successor of others which had existed many years before. One point is clear. In 1570 the Duke of Alva drove many of the best artisans from the Netherlands. The Queen's Chamberlain was then the Earl of Shrewsbury, a shrewd, far-seeing nobleman. He advised that they should be received and settled in various parts of Her Majesty's domain. While the woollen workers were sent to Leeds and other parts, the earl had the iron workers located on his own estate in Hallamshire, which comprised Sheffield and district. It was in this way that the iron and cutlery industry were firmly settled in Sheffield. Many interesting stories center round the making of knives, which cannot be here dealt with. One may be given as a sample: In 1626 the Duke of Buckingham was stabbed by Lieutenant Felton, who left the knife in the body. It had a corporate mark upon it. This easily led to the discovery of the maker, one Thomas Wild, of Sheffield. Wild, who was taken to the Earl of Arundel's home, in London, identified the mark as his, and added that he had made two of the kind for Lieutenant Felton, when that officer was recruiting at Sheffield. He had charged tenpence for the knives. This information led to the arrest and conviction of the assassin, and Mr. Wild was highly commended. The records of the Rodgers firm could furnish many similarly interesting experiences, referring both to this country and to other lands.—*Exchange.*

Novelties in Toys.

A curious toy, new this year, for small children, is a miniature hand truck, of the kind that is used in stores and by freight handlers, in railroad freight houses and on wharves in handling goods and freight. It has a bale and feet of light iron, and in its proportions it is precisely like the big trucks. It is twenty-seven inches in length, and sells for 25 cents.

Miniature yachts, most commonly made of wood or tin, are now made also of rolled steel. The steel yachts are new this year. They are like the Defender in shape and are sloop-rigged. They are made in sizes ranging from fourteen inches to twenty-four inches, and they sell at 50 cents to $1.50 each.

Another new boat is a small steel propeller, whose wheel is turned by clock work, which is wound up by turning the smokestack of the boat. This boat is retailed at 50 cents. The car that winds up is an old mechanical toy. This toy in a new form is presented in the trolley car, with the trolley pole rising at the usual angle from the roof. The car is wound up by means of its trolley pole. The seats of the car turn over, and it has on the outside adjustable signs that can be turned to show the destination of the car. The car is made of steel. Steel holds paint better than tin does, and it is stronger.

Manufacturers of doll carriages keep up with the styles of baby carriages, whatever they may be. The newest thing in baby carriages is the now familiar vehicle, like a chair on wheels, called the go-cart. Dolls' go-carts are made in a large variety of styles and sizes.

American mechanical toys are exported to a considerable extent, and we export also, chiefly to South Africa and Australia, considerable quantities of velocipedes for boys and girls, and also of such things as doorway swings and buckboards and other styles of children's wagons, made of wood, which are shipped knocked down, to save space.—*New York Sun.*

"If I am anything," said Smith, "I am *sincere*."
"You mean *sin seared*," said the cynic Brown.

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SAMUEL H. THOMPSON,
EX-PRESIDENT NEW ENGLAND HDW. DEALERS' ASS'N.



A. M. WILEY,
EX-VICE PRESIDENT NEW ENGLAND IRON & HDW. ASS'N



L. L. ENSWORTH,
EX-PRESIDENT WESTERN NEW ENGLAND ASS'N.



R S. WOODRUFF,
EX-SECRETARY NEW ENGLAND ASS'N

REPRESENTATIVES OF NEW ENGLAND ASSOCIATIONS.

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JOHNSTON'S LIQUID GLUE FOR ALL USES.
1 oz. bottles per gro. $5.00
2 oz. bottles per gro. $8.00
OVAL, BEVELED, TRILATERAL, HEXAGON.
JOHNSTON'S IMPERIAL CARPENTERS' PENCILS.
—HIGH GRADE.—
Price per gro. $5.00.
J. D. JOHNSTON, Newport, R. I.

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

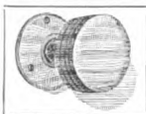
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LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

PRIEST'S CLIPPERS


Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

—ESTABLISHED IN 1874.—
ROCKFORD TACK COMPANY, ROCKFORD, ILL.
MANUFACTURERS OF
HIGH GRADE "Hardware" List of Tacks, Nails, Brads, &c.
Also a full line of Shoe Finder's Tacks and Nails.
—Orders Solicited.—
Prices and terms quoted promptly on application


Established 1870.
SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

Seed's Reversible Self-Cleaning . . . WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4 00 No. 3 Per dozen, $1.50
No. 2 " " 2 50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

STARR'S GRANITE CEMENT.
Repairs chipped and rusty spots in Graniteware. Stops Leaky Tinware, Copperware, Fibreware, Woodenware, Tin and Iron Roofs, Eave Spouts, &c. Sample and prices free to dealers.
P. H. STARR,
Box E, NORWALK, OHIO.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, in Missouri and Kansas, or Nebraska and Iowa. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

GOOD active agents wanted in every city, to sell a positive "Home Cure" for Alcoholisim, thoroughly established. Best of references. Big money to good men and women. Address HOME CURE CO., Akron, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

A PRACTICAL builders' Hardware salesman, of eighteen years' experience, who has been connected with large jobbing and retail house, desires position in retail store in growing city. Can estimate from plans and specifications, and has knowledge of Hardware generally. Address "LOCKS," care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, 34 years of age; married; strictly sober; a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake, Iowa.

SHEET brass, copper—Any firm engaged, or wishing to engage in this line, either as manufacturers or sales agents, can secure the services of a young man who has had 12 years' practical experience in the manufacture and sale of the above and kindred metals. Is at present employed, but desires a change. Address "SHEET METAL," care HARDWARE, No. 143 Chambers Street, New York.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

$12 to start. Cheap but good. Wholesale or retail. Ten years' experience in wholesale Hardware and specialties in New York. Age 27. Buying, managing, bookkeeping, manufacturing. Are you looking for a capable all-round man who will increase your business? Best references. "LOCKWOOD," care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact, knowledge stenography, typewriting and double-entry bookkeeping; best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

ADVERTISING man wishes to make connections at once with a reliable and financially strong manufacturing company. Is fine writer and designer of advertising matter, and knows when, how and where to place it to advantage. Can take full charge of advertising department. Address EDW. C. WIMBROUGH, No. 530 N. 13th Street, Philadelphia, Pa.

A YOUNG man, some experience as salesman, would like to engage with a reliable firm where he could learn the business, with view of representing them in the city and nearby trade. Chance of advancement looked for more than salary. G. H. Blanchard, No. 331 West Twenty-first Street, New York.

BICYCLE repairer and builder would like position with Hardware house handling wheels. Capable to take charge of bicycle department entirely; can handle fittings. GEO. GOULD, No. 114 Freeport Street, Dorchester, Mass.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

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Situations Wanted.

SITUATION wanted as superintendent, assistant or general foreman of machine works or factory. Have extensive experience in managing the manufacture of general and wood-working machinery, machine tools and bicycles; well up in modern machine shop practice, designing, and draughting; successful in reducing cost and estimating. Address R. U. S., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by an elderly man as salesman in a retail Hardware store; city or country; over twenty years' experience. Reference, Peter Duryee & Co., New York City. JOHN BARRETT, Hudson Boulevard, West Hoboken, N. J.

OFFICE MANAGER, fifteen years' experience in general Hardware business as buyer, familiar with all details of manufacturing Hardware specialties correctly tabulating statistical information, man of ability, judgment and experience, expert financier, with good executive ability, rapid and original letter writer, practical turn of mind, quick, comprehensive and energetic, would like a position; expectations moderate; highest integrity. Address A. B. C., office of HARDWARE, No. 143 Chambers Street, New York.

WANTED by a practical mechanic with eighteen years' experience in the manufacturing of wood-working machinery and iron tools. Has had charge of machine shop for ten years and buying of supplies. A position as superintendent, assistant manager or traveling salesman. A1 references. Address H. A. CANT, Lancaster, Erie County, N.Y.

MAN, thirty-one years old, wants to change his position; nine years' experience in retail Hardware as bookkeeper, buyer and salesman. Experience on road. A1 city reference given. Moderate salary. Address LOCK, Box 34, Jeannette, Pa.

POSITION as head of department, purchasing agent or salesman, sixteen years' experience; two years with one of the largest retail houses in New York State; first-class references; Eastern States preferred. Address M., care HARDWARE, No 143 Chambers Street, New York.

A YOUNG man (German) desires position in a Hardware house, wholesale or retail, has some knowledge of the business. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED, by established company with necessary capital, control of good selling specialties in Hardware, house-furnishing, metal and kindred lines, for specified territory. This is an exceptional opportunity for manufacturers to establish good connection. Address "EXPANDED," care HARDWARE, No. 143 Chambers Street, New York.

A TRAVELING man, representing a manufacturer on a salary, wants to take some lines of cutlery, Hardware and woodenware specialties on commission in Ohio, Michigan and Indiana. Address 2030 Franklin, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman wishes to add good selling line for Hardware, paint, cycle or general store trade. References; state particulars, and address "36," care HARDWARE, No. 143 Chambers Street, New York.

AN A No. 1 side line wanted by a first class specialty salesman, visiting Hardware and cutlery trade throughout New England States. "ESTABLISHED TRADE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman throughout New England and Middle States, with permanent address on Broadway, New York, would like novelties and lines of S. M. belts, oil or tailor's shears. Exclusive agency in above territory preferred. Address JOHN F. DOWD, No. 239 Broadway, New York City.

Side Line Offered.

SALESMEN WANTED to sell a fine all steel sash pulley on a commission basis, as a side line. Write fully of your present connections and territory covered. References desired. This is a good chance to make some money on a good article. G. R. SASH PULLEY CO., Grand Rapids, Mich.

TRAVELING salesmen visiting Hardware, tin and stove department or general store trade in Ohio, Michigan, Indiana and Illinois to carry side line. Seasonable goods and fast sellers. Address "COMMISSION," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—Traveling salesmen visiting the wholesale Hardware and rubber trade to carry an up-to-date patented novelty as a side line. Send 50 cents for sample, post-paid. Address ORDNER MFG. CO., Cleveland, Ohio.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

FRONT portion of loft, one flight up, suitable for manufacturer's sample room; very light; steam heat. Located in heart of wholesale district. Will lease for one year from May 1st. Address "EXCELLENT," care HARDWARE, No. 143 Chambers Street, New York.

ONE of the finest rooms in Ohio, finished specially in hard woods for Hardware trade and used for such twenty-six years, may be enlarged to include tinware, plumbing and roofing Rare opportunity. Address W. B. Carey, Salem, Ohio.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE STOCK for sale. Taken for debt—will sell cheap. Suitable for anyone wishing to start in the Hardware business. For particulars, address "E. H. W.," P.O. Box 1592, Philadelphia Pa

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

NEW, well selected stock of Hardware, builders' supplies, stoves, paints, etc. Trade well established. Located in a first-class town of 3000 inhabitants. Considered the neatest store in Central Ohio. Splendid farming country surrounding. Will be sold to dissolve partnership. Address X. Y. Z., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE store twenty miles from New York; doing good business. Rare chance for a live man. Owner will give satisfactory reasons for disposing of same. Price, $3500. Address H. H. G., P.O. Box 2383, New York City.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No. 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware steel, or kindred products by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Hardware Specialty Agency Wanted.

A RELIABLE house on the Pacific Coast wants exclusive agency for Hardware and specialties on commission basis. A first-class chance for those who wish to extend their Coast connections. Address A. R. D., care HARDWARE, No. 143 Chambers Street, New York city.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

Send for Price and Illustrated List of

CHAMPLAIN FORGED

ALL SIZES.
ALL PATTERNS.
ALL WARRANTED
SOLD EVERYWHERE.



Manufactured by
National Horse Nail Co.
Vergennes, Vermont.

J. C. McCARTY & CO., Agents, NEW YORK.

Do You Want Something Made?

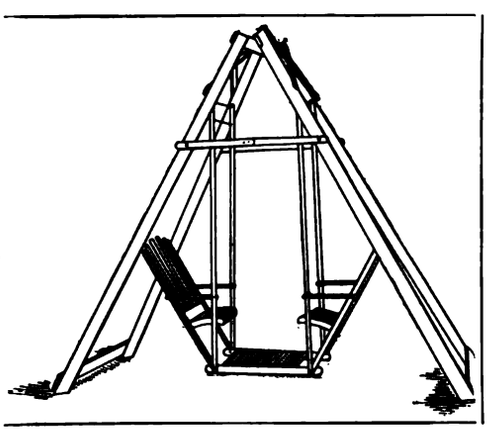
My Specialty is to Manufacture for Other Parties.

Reasonable arrangements can be made. WRITE ME TO-DAY.

C. H. Angus, . Albany, N. Y.

Mfr. of Castings; Nickel and Brass Plating, Metal Pattern Maker, etc.

The ALASKA LAWN SWING.



THE demand for the **Alaska** is such that its merits and selling qualities cannot be questioned. Made of good material and well finished. Its peculiar construction is such that it can be easily folded, set up or taken down in an instant. The seats are thoroughly adjustable; can be placed in any position desired. While the **Alaska** possesses many desirable features not found in others, yet its simplicity in construction enables us to quote——

A price to the trade only, of $3.75 each; terms net cash.

DAIN MANUFACTURING CO., CARROLLTON, MO.

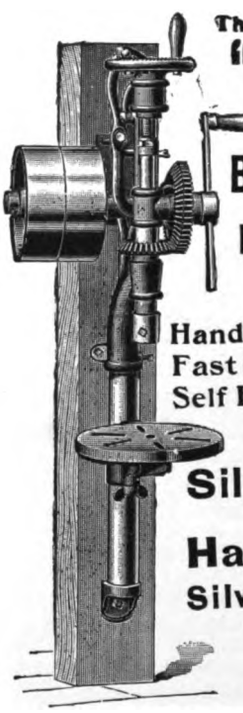
H. & R. ARMS COMPANY "BICYCLE" REVOLVERS.

Made in 22 Calibre Rim Fire and 32 Calibre Central Fire, Double Action, with 2-inch Barrel.....

We manufacture a very large line, which includes Revolvers suitable for the Fourth of July trade. No dealer can afford to be without our make of Revolvers. New Illustrated Catalogue of our complete line sent to any address on application.



HARRINGTON & RICHARDSON ARMS CO., WORCESTER, MASS., U. S. A.



The . . . "Advance" line Blacksmith's DRILLS.

Hand or Power
Fast or Slow Speed
Self Feed

ALSO . . .

Silver's OLD LINE Hand Drills.

Silver's Power Post Drill
Cut Gears, Lever Feed, 19 inch Swing.

Silver's Power Base Drill,
Cut Gears, Combined Lever and Wheel Feed. Round or Square Base, 20 inch Swing. . .

The last two drills are supplied with counter-shafts, and are suited for new work or repairs.

THE SILVER MFG. CO., SALEM, OHIO.

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of

Bench Vises.

Price Lists sent on application.

E PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
PRICE-LIST TO APPLICANTS.

HEBER WELLS,
157 William St., NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... } 40&12½&5
Railroad.....

Ammunition—

CAPS, PERCUSSION—₩ 1000—
M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....38 @ 30c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.10@1.15
B.B. Caps, Con. Ball, Swgd $1.75@1.80

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....25&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.... 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c } 25&5
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25 } 25&5
P.E., 8....1.50..P.E., 7.....1.50

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₩ bag.....$1.22
Drop Shot, sizes smaller than B, 5-₤ bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-₤ bags, ₩ bag.....$1.47
Drop Shot, B and larger sizes, 5-₤ bags, ₩ bag.....$ .35
Buck Shot, 25-₤ bags, ₩ bag....$1.47
Buck Shot, 5-₤ bags, ₩ bag....$ .35
Chilled Shot, 25-₤ bags, ₩ bag.$1.50
Chilled Shot, 5-₤ bags ₩ bag..$ .35
Dust Shot, 25-₤ bags, ₩ bag....$2.00
Dust Shot, 5-₤ bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1₤ each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1₤ each..... .45
Orange Mills "Extra," F, FF, FFF, in canisters of 1₤ each..... .25
F, FF, FFF, in canisters of ½₤ each..... .15
F, FF, FFF, in canisters of ¼₤ each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25₤ each..... 3.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½₤ each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼₤ each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25₤ each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½₤ each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼₤ each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25₤ each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼₤ each..... 1.25
Meal Powder, In kegs of 25₤ each..... 4 00
[For 1000 ₤ lots 10% discount.]
Shipping Powder, OO, C, F, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25₤ each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25₤ each..... 2.25
Blasting and Mining, "B," OO, C, F, FF, FFF, FFFF, in kegs of 25₤ each..... 1.50
Fourth of July Powder, In kegs of 25₤ each..... 2 25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 ₤..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤..... 1.50
Mealed Powder, in Kegs, 25 ₤. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₤..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₤..... 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder..... 5.75
Canisters, equal in bulk to 1 ₤ Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success..... ₩ doz. $3.80
Galien Safety..... ₩ doz. $3.75
Hartman's Pivot..... ₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye..... ₩ doz $3.25
Western..... ₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ dos. pairs.$1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.80
Perfect, No. 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ ₤ 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¾@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75@75&10%
Cincinnati Tool Co.:
Brace twist drills for metals. 50&5@50&10%
Brace twist drills for wood. 40&5@40&10%
Screw and plug.....35&10&10%
Cleveland Wood Bits for Brace, Style A, No. 114.....50&5%
Common Auger Bits...75&5@75&10%
Cook's Circular Lip.....60%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
Ives' Circular Lip.....65%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&1%
No. 10 Extension Lip.....40%
No. M Extension Lip pattern car bit.....40%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 20%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Cincinnati.....25&10&10%
Clark's small, $18.00.....45%
Clarks' Large, $36.00.....45%
Ives' Model, ₩ doz. $60....50@50&10%
Steer's No. 1, $36; 2, $18.....40%
Stearns' No. 2. $48.....20%
Swan's.....40@40&10%

GIMLET BITS—
Diamond ₩ doz. $1.25.....40&10%
Double Cut, Shepardson's.45&10@ 50&10%
Double Cut, Common, ₩ gro. $2.75 @$3.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ladds'.....70%
C. E. Jenning & Co.:
Double Cut.....70%
German.....50%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Syracuse, for wood.....40%
W. & B. Diamond.60&10@60&10&10%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Twist Drills.....60&10@70%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's.....15&10%
Snell's.....30&10@40%
Watrous'.....40%

Awls—

Dunlap's Brad.....25%
Dunlap's Handled.....25%
Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.75@$4.00
Pat. Peg ₩ gr.....33@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad..... .....40&10%
Patent Pegging.... .....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.

Axes—

First quality, best brands. $5 00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

AXES, HANDLED—
Peck's:
Champion Blade...per doz., $12.00
Empire.....per doz., $9.00
Firemans'.....per doz., $6.00

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 50@50&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&12½%
Lathing.....50%
Shingling.....50%
Warehouse.....40&12½%
Vulcan Tool Co.....60%

Balances—

Chatillon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 ₤.....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barrel Drainers—

National.....80%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40%
Silver Chime.....40%
White Metal.....65&10%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Common Wrought.....60&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10&5%
Moulders.....50&5@50&10&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 3 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....1@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair, $7.00

Bit Holders—

Angular.....40&5%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives'₱ doz. $30.00.60&10@60&10&5%

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00....50&10&2%
North's.....10%
Zimmerman's.....50&10@50&10&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhans Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9 00
Zimmerman's.....50&10@50&10&10%

Blocks—

Cleveland Block Co. Steel 60&10@70%
Com. Jap'd Sheaves...70&5@70&10%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....70%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....70%
Ives' Patent Door Bolts...60&10&5@60&10&10%
Wrought Barrel.....75&10@80%
Wrought Square..70&10&10@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&10%
Wr't Sunk Flush, Stanley's list 50&10@50&10&10%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&5@75&10%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.....85&10%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.75&10%
Bay State, Fluted.....75&10%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 26, '83..75@75&10%
Eagle.....85%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls	7.50	15&10%
Other Machines	2.25	2.50.....net
Phillips' Patent with Augers	7.00	10 ...
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Bartholomew's:
Nos. 25, 27 and 30.....70@75%
Nos. 117, 118, 119.....70&75%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 106@114⅔.....60&10%
No. 208⅓@214⅔.....60%
Lancaster Mach. & Knife Works.45%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list.....70&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....85@85&10%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Dunlap's Family.....25%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Bung Hole Borers—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40@40&10%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40@40&10%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75@75&5%
Loose Joint, Japanned.....75@75&5%
Loose Joint, Jap. with Acorns, 75@75&5%
Loose Pin.....75@75&5%
Mayer's Hinges.....75@75&5%
Parliament Butts.....75@75&5%
Sargent's:
Fast Joint, Broad.....60&10%
Fast Joint, Narrow, ...60@60&10%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad..... } 75%
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc..

Can Openers—

American.....₱ gross $1.75@$1.90
Columbian.....₱ gro. $14.40
Dunlap's Iron Handle, No. 3 ₱ gr. $12.00....35%
Dunlap's Sardine Scissors, ₱ doz. $5.00....35%
Dunlap's Wood Handle No.2$1.75.35%
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@2.25
Sardine Scissors...₱ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₱ doz. $3.00.....55&5%
World's Best, ₱ gr., No. 1, $12.00; No. 2, $24.00; No. 3, $36.00...50& 10%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz. 75@$1.00
Cast Steel, Polished.....₱ doz. $2.25
Dunlap's.....25%
Excelsior.....25%
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell's:
Gold Medal.... } Cyco-Bearing ₱ doz. $24.00
Grand..... } Cyco-Bearing ₱ doz. $36.00
Grand Rapids. } Cyco-Bearing ₱ doz. $22.00
Hall..... } Cyco-Bearing ₱ doz. $60.00
Prize..... } Cyco-Bearing ₱ doz. $24.00
Premier..... } Cyco-Bearing ₱ doz. $24.00
Superior..... } Cyco-Bearing ₱ doz. $24.00
Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Standard.....₱ doz. $24.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.50
Child's.....₱ doz. $3.00
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $4.00
Misses.....₱ doz. $9.00
Quantity rebates on application.

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$18 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic.	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$2 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam Action, Nic.	$22 00
Gilt Edge, Cam-Action, Nic.	$21.00
Acme, Cam-Action, Nic.	$24.00
Common Sense, Cam-Aotion, Nic.	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$21.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic.	$33.00
Mammoth, Broom-Action, Nic.	$72 00

Casters—

Bed.....60&10&10@70%
Deep Socket.....60@ 0&10%
Giant Truck Casters.....35%
Gwinner's Common Sense.....50%
Gwinner's Hercules.....50%
Martin's Patent (Phœnix).60@60&5%
Plate.....60&10&10@70%
Socket Truck Casters..45&10@45&10&10%
Stationary Truck Casters.....50&10%
Store Truck.....55%
Swivel Truck.....60&10&10%
Tucker's Patent, low list..50@50&5%
Yale Casters, list May, '84.....50&5%
Yale Gem.....70&10&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, Ass'n cask prices.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.50	4.10	3.10	2.75	2.70	2.50	2.35	2.25

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, 60&10&10@70&5%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₱ doz. $4.00

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Hinsdale.....
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Winsted Edge Tool Co.....
} 75&10&5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to 2
Cold Chisels, good quality, ₱ lb 14c@16c
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to 2
Tanged Firmers'.....50@50&10%

Chucks—

Beach Pat....each $3.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Dril Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50. 25%

Clamps—

Adjustable, Cincinnati...15@15&10%
Adjustable, Hammers.....15@15&5%
Adjustable, Stearns'.....30@30&10
Cabinet Makers, Sargent's.....45&10%
Carpenters', Cincinnati...15@15&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....20%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.50
Star Socket.....₱ doz. $3.75

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00...15%
New '98, Chicago..Each $1 .75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz $7.20 net
Mascott.....₱ doz $9.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co....net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.70@70&10%
Wm. Johnson's:
Extension Dividers.....40%
Inside, Outside and Double.....70%
Registering.....50%
Wing Calipers.....70%
Wing Dividers.....75%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&10@50%
Samson.....₱ doz $10.00
Williamson's.....40%

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Corn Hooks -

Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's....10%
Wadsworth's....25@25&10%

Counter Sinks—

Adjustable....20%
Countersink Bits....40&10%
Shepardson's Diamond....40@45%
Smith's....25%
Wheeler's Patent....40%

Crayons—

Sargent's List....20%
Dixon's
Eclipse....₩ gro. $3.75
Emerald....₩ gro. 5.00
Oriole....₩ gro. 5.00
Rainbow....₩ gro. 2.81
Solid....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20,'96....25&10%
Perfect....25&10%
Rubber, ₩ doz. $7.50....20@20&10%
Southington Cutlery Co.'s List, Nov. '96....25&10%

Cycle Hangers—

Lane's....33⅓&5%

Diggers—

See Post Hole, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)...50&10%
Keystone Mfg. Co.:
Low List....50%
Leather Muzzles....50&10%
Medford Fancy Goods Co. list..40& 10@50%
Union Hardware Co. New List, 50&50&10%

Door Checks—

Bardsley's....20%
Eclipse....60@60&10%
Unity F. G....50%

Door Openers, Electric—

Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Foster's (Coil)....30%
Gem (Coil), list Oct. '95....25%
Norton....40@50%
Rubber, complete, ₩ doz. $5.50, 66⅔@70%
Star (Coil), list Oct. '95....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.50@1.25
Victor, Coil....60&10@60&10&5%
Warner's....55@55&10%

Drawer Pulls—

Sargent's List....60%

Drawing Knives—

Adjustable Handle....40@40&10%
Bradley's....35%
Douglass....75@75&10%
Jennings & Griffin....75&5%
Merrill & Wilder....60&10%
Mix, New Haven, P. S. & W, Witherby....75& 10& 5%
Watrous....30@30&10%
L. & I. J. White....20&5@25%
Wilkinson's Folding....25@25&5%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'....each $1.75
Breast, Bartholomew's No. 12, ₩ doz....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W....60@60&10%
Breast, Wilson's....30@5%
Graves Drill Stocks....40%
Ratchet, Billings' Dble. Acting..33⅓%
Ratchet, Ingersoll's....25%
Ratchet, Merrill's....20@20&5%
Ratchet, Moore's Triple Act..25@30%
Ratchet, Parker's....40%
Ratchet, Whitney's....20&10%
Ratchet, Weston's....20@25%
Stearns' Bench....50@60&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00....33⅓&
Wilson's Drill Stocks....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co....30%

Egg Beaters—

Dover (Standard Co.) No. 10 ₩ gro. $9.50
Dover Extra Heavy (Standard Co.) No. 15....₩ gro. $11.00
Paine, Diehl & Co.'s Keystone..33⅓&
Spiral....₩ gro. $4.25@$4.50

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric....$2.00 each, less 50%
Annunciators, $1.50 ₩ drop, less 50%
Batteries, Leclanche...60c. each, less 50%
Batteries, Carbon..60c. ea., less 50%
Batteries, Medical, $8.50 ea., less 50%
Batteries, Dry....50c. ea., less 50%
Bells, Electric, 2¼, 50c. ea., less 50%
Call Bell Outfit, Electric...$2.00 each, less 50%
Desk Pushes Electric..80c. each, less 50%
Door Springs, Electric...24c. ea., less 50%
Early Risers' Set, Electric..$3.50 each, less 50%
Floor Pushes, Electric...6 c. ea., less 50%
Gas Burners, Electric....5(c. ea., less 5(%
Gravity Batteries, $1.00 ea., less 50%
Hydrometers....75c. each, less 50%
Incandescent Lamps..40c. each, less 50%
Induction Coils, Telephone 6(c. each, less 50%
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone, $7.00 each, less 50%
Push Buttons, Bronze, 20c. each, less 50%
Push Buttons, Wood..10c. each, less 50%
Sal Ammoniac...18c. ₩ ℔, less 50%
Switches, 1 pt....20c. each, less 50%
Switches, 2 pt....24c. each, less 50%
Switches, 3 pt....28c. each, less 50%
Spark Coils, 8 pt..$3.00 ea., less 50%
Spark Coils, 10 pt $3.40 ea., less 50%
Spark Coils, 12 pt....$3.80 each, less 50%
Tape, Insulating, 80c. ₩ ℔, less 50%
Tube, Speaking, $21.00 ₩ 1,000 ft. less 50%
Whistles, Speaking Tube, N. P., 2.00 ₩ doz., less 50%
Whistles, Speaking Tube, Percelain....75c ₩ doz., less 50%
Wire Winders, $10.00 each, less 50%
Window Springs, Electric...24c. each, less 50%
Yale Lock Switch, Electric, $3.50 each, less 50%
Zincs, Leclanche...04c. ea., less 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 150 gr.	Flour, OF F FF.
Kegs, ₩ ℔..4½c	5c	3c	
½ kegs, ₩ ℔.4½c	5½c	3½c	
¼ kegs, ₩ ℔. 5c	5½c	3½c	
10 ℔ cans, 10 in case.... 6c	6½c	5½c	
10 ℔ cans, less than 10.. 10c	10c	8c	

Enameline—

No. 4, ₩ gro....$4.50
No. 6, ₩ gro....$7.20

Escutcheons—

Brass Thread....60@60&10%
Wood....25%

Escutcheon Pins—

Brass....70@70&10%
Iron, list January, 1890....60@60&5%

Farriers Knives—

"Challenge"....₩ doz. $3.00
Popes....₩ doz. $3.00
Wilkinson's....₩ doz. $3.00

Faucets—

Brass Globe Cocks....60&10%
Brass Racking....60&10%
Burnside's Red Cedar....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball....25%
Fenn's Cork Stops....60%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key....40%
John Sommer's "Boss," Tin Key..50%
John Sommer's "Victor," Metal Key....50&10%
John Sommer's "Duplex," Metal Key....60%
John Sommer's "Buckeye," Metal Key....40%
John Sommer's "Rochester," Metal Key....50%
John Sommer's "Rival," Metal Key....50%
John Sommer's "Crescent," Metal Key....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock..50%
John Sommer's "I. X. L.," Cork Lined....50%
John Sommer's "Reliable," Cork Lined....50&10%
John Sommer's "Common," Cork Lined....70%
John Sommer's "O. K.," Cork Lined....50%
John Sommer's "Chicago," Cork Lined....80%
John Sommer's "Perfection," Cedar....40%
John Sommer's "No Brand." Cedar....50&10%
Star....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00....40%
Lane's ₩ doz. $36.00....40%
National Specialty Mfg. Co....33⅓&

Files—

DOMESTIC—

American....70&10@75%
Arcade....70%
Derby....75& 10%
Disston's....75%
Economy....75&10%
Great Western....70&10@75%
Kearney & Foot....70&10@75%
Nicholson....70%
Nicholson's X. F. Files...80@10&10%
Royal....75%
Second Quality Files....80@80&10%
Tiger....75%
Troy File Works:
Files....70&10%
Rasps....70%
Victor....75&10%

IMPORTED—

Stubs....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list..60@60&10%
Kirby & Limerick, low list (50c base)....10%

Fish Scalers—

Covert's Saddlery Works:
Great American....60&20%
Fitch's....25&10%

Fluting Scissors—

List....45%

Forks—

Champion, Manure, 4 tines..70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading....75&5&2%
Iowa Farming Tool Co.:
Barley....70&15%
Victor, Hay....70&12½%
Victor, Manure, 4 tines....70&12½%
Victor, Manure, 6 tines....70&20%

Freezers, Ice Cream—

Blizzard....net
Gem....net
Granite State....net
Improved Arctic....net
Keystone, P. D. & Co....20%
Ohio....60&10%
Packer's:
Confectioner's Machine....net
Double Action Standard....net
Good Luck....net
Standard....net
Shepard's Lightning....net
White Mountain....net

Fruit, Wine and Jelly Presses.

Enterprise....25%

Fry Pans—

Acme Fry Pans....70&10%
Polished, regular goods...75@75&10%
Standard List....75&10@80%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gas Burners, Self-Lighting—

Gem....₩ doz. $2.50
In lots of 3 doz....₩ doz. $2.25

Gauges—

Bemis & Call's Steel....50%
Boss, Screw Pitch....33⅓%
Clapboard....25&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's....60&10%
Stanley's Chisel....25&10%
Starrett's Surface, Center and Scratch....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill....20%
Wire, Morse's....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

"Bee," ₩ gr $12....25@25&10%
Bell Hangers....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ives'...60&10@60&10&5%
"Eureka" Gimlets..60&10@60&10&5%
Metal head....55%
Nail Gimlets:
Assorted 1, 2 and 3....₩ gr. $1.50
Assorted 2 and 3....₩ gr. $1.70
Pod....50%
Star....50%
Spike Gimlets:
Assorted 1, 2 and 3....₩ gr. $3.00
Assorted 2 and 3....₩ gr. $3.25
Wood head....50&10%

Glue—

Dodd's Liquid Glue....25&25&10%
Le Pages Liquid....25&25&10%

Glue Pots—

Family, Howe's "Eureka"....50%
Family, L. F. C.'s "Handy"....60%
Enameled....45@50%
Tinned....45@50%

Graters—

Champion Nutmeg....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise....25%
Rotary Nutmeg....₩ gro. $9.00

Grindstone Fixtures—

Howard Iron Co....30%
P., S. & W. Co....50&10&10%
Russell & Erwin....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Hafts—

Britton's....₩ doz. $6.50

Halters—

Covert Mfg. Co....45&2%
Covert's Saddlery Works:
'96 List....60&20%
Upson & Wooding....40%
Wright's Animal Tether....30%

Hammers—

HANDLED HAMMERS—

Atha Tool Co....50&10@60%
Henry Cheney Hammer Co.
Handled Claw....40&10%
Machinists'....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley....50@50&10%
Dunlap's Patent....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75....40&10%
Maydole's....33⅓&5@40&5&5%
Peck, Stow & Wilcox....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail....40&12½%
Other Brands....50&10@60%
Sargent's New List....45@50%
Verree....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 ℔...₩ ℔ 40c
3 to 5 ℔....₩ ℔ 35c } 75@80%
Over 5 ℔....₩ ℔ 30c
Wilkinson's Smiths....9½c@10c₩ ℔

Hammock Ropes—

Covert Mfg. Co....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

50&10@60%
Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—

Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.63
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....₩ gr. $3.25@3.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $1.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00

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Firmer Chisel, Hickory ass'd ₩ gr. $2.00@3.25
Firmer Chisel, Hickory, large, ₩ gr. $3.50@3.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@3.25
Hammer, Hatchet, Axe, Sledge, etc ..... 50&5%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

BOSS-CUT SAW HANDLES—
Atkins 40%
Boynton' Loop Saw Handles, 50c. 60%
Champion ..... 45@45&10%
Sensible ..... ₩ doz. pr. $5 .... 60%

Hangers—

Barn Door, old pattern .... 60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $3.00 ..... 50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door 50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00 ..... 70&10%
Cronk's Steel cov'd Loose Axle, 60&20%
Davis Parlor Door ..... 50@50&5%
Duplex (Wood Track) ..... 60&10&5%
Kidder's ..... 50@50&10%
Lanes Barn Door:
Covered ..... 60&10%
No. 50 ..... 6[illegible] &5%
New Model ..... 4[illegible] &10%
Parlor, Standard ..... 40&10%
Standard ..... 60&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs ..... 60&10%
Nansen Roll Bearing Hanger. 60&10%
Reed's Steel Arm 60%
Rider & Wooster, No. 1, 63¾c.; No. 2, 75c. 40%
Richards' Single Track, Steel. 50&10%
Star ..... 50&10&10%
Stearns' Challenge ..... 50@50&5%
Sterling's Impr'd. 60&10@60&10&10%
Stowell Barn Door:
Badger ..... [illegible]0&10%
Climax ..... 55&5%
Interstate ..... 60&15%
Magic ..... 50&10%
Matchless Covered ..... 60&10%
Wild West ..... 5[illegible] &5%
Zenith ..... 5[illegible] &5%
Baggage Car Door 33⅓%
Elevator 40%
Railroad ..... 5[illegible] &5%
Terry Ideal ..... 60&10%
Terry's Modern 60%
Terry's Modern, Covered 60%
Terry's Safety ..... 60&5%
Terry's Solid ..... 60&10&10&5%
Terry's Wrought ..... 60&10&10%
The Boss ..... 60&10@60&10&5%
Universal Anti-Friction 40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat ..... 30&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 ₩ doz ..... 40&10%
Wrought ..... 65&10@65&10&5%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn, and Spear Point 50%
Auburn Straw 40%
Lightning, from jobbers. $6.00@$6.25
Wadsworth's ..... 40&5@40&5&5%

Hedge Shears—
Wm. Wilkinson & Sons 50%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T .. 75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate ..... } 70&10@70&10&5%
Rolled Raised .... }
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D .. 2½c; 14 to 30 in., ₩ D .. 2½c; 32 to 36 in., ₩ D .. 3 c

STRAP AND T HINGES—
Light Strap Hinges ..... 75&10&5%
Heavy Strap Hinges ..... 80&10%
Light T Hinges ..... 7 %
Heavy T Hinges ..... 75&5%
Extra Heavy T Hinges 80%
Long Chest Hinges ..... [illegible]0&10%
Hinge Hasps ..... 60&10%
Crate Hasps ..... 60&10%
Crate Hinges ..... 75& 0&6%

SPRING HINGES—
Acme ..... 30&5%
American 20%
Bommer's 40%
Bardsley's Patent Cheoking 15%
Chicago 30%
Crown 30%
Champion 60%
Devore's No. 1 ..... ₩ gr. $13.00
Geer's Spring and Blank Butts .. 40%
Gem 30%
Zell's American 30%
Matchless, Double Acting 25%
New Idea, No. 1, ₩ gro $7.50
New Idea, No. 2, ₩ gro $18.00
Oxford 30%
Rex ..... ₩ gr. $13.00
Royal Japanned 66⅔%
Rubber 66⅔%
Sargent's List 1894:
Bronze Metal ..... 75&10%
Japanned Surface, Single .. 70&10%
Japanned Surface, Double. 60&10%
Mortise 55%
Model ..... 70@70&10&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double 70%
Vigilant ..... 50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894 ..... 20%
Union Mfg. Co 25%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic ..... ₩ doz $12.50, 50%
Common Sense .. ₩ doz pair $4.50, 50%
Clark's Nos. 1, 2, 3 ..... 70&10&5%
Long's Self Closing 50%
N. E. .. ₩ doz $7.80 ..... 60@60&10%
N. E. Reversible ..... ₩ doz $5.60 60@60&10%
N. Y. State .. ₩ doz $4.90 .. 60@60&10%
Reed's Latch and Hinges ... ₩ doz $12.00, 50%
Seymour's ..... 45&10%
Shepard's Nos. 1, 2, 3, 60&10@60&10 &5%
Western, ₩ doz $4.20 ..... 60@60&10%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 60&10%
Mortise Gravity 50%
Nos. 1, 2, 5 ..... 60&10%
Nos. 40 and 50 ..... 80%
Huffer 65%
Parker ..... 75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter ..... 80&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5 ..... 80&10&5%
Champion Gravity Locking, No. 75 ..... 80&10&10%
1868, Old Pat'n, Nos. 1, 2 and 5, 50&10%
Tip Pattern, Nos. 1, 2 and 5, 80&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 10 and 10½ 80%
Niagara Gravity Locking, Nos 1, 2 and 5 ..... 80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter ..... 80&10&5%
Pioneer, Nos. 060, 45 and 5½ .. 75&5%
Steam Boat Gravity Locking, No. 10 ..... 80&10&5%
Stenger's Noiseless 75%
Mortise Gravity 50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.80 ..... 40&10%

Hitching Cords—
Covert Mfg. Co 45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy .. ₩ doz. $4.50 net
Cotton ..... 80&10%
Dunlap's Boys', Ladies', Toy 30%
Garden 30%
Ladies' and Boys' ..... 30&5%
Mortar ..... 75&25%
Iowa Crucible Socket ..... 75&20%
Magic ..... ₩ doz $4.00
Mattock Hoe ..... ₩ doz. $3.75 net
Planter's ..... 30&15%
Texas Cut-Easy ..... ₩ doz. $4.25 net
Warren Hoe ..... 60&10%
Weeding ..... 75&5%

EYE—
American Axe & Tool Co 70%
Grub ..... 70&10@75&5%
Lane's:
Crescent Planters Pat ..... 45&5%
Razor Blade, Scovil Pat ..... 60&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil ..... 30@30%

Hog Rings and Ringers—
Hill's:
Rings ..... ₩ gr. boxes .. $8.00@$3.25
Ringers ..... ₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings ..... ₩ gro. $7.00@$7.50
Perfect Ringers ..... ₩ doz. 80c

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware ..... 40&10%
Peerless Enameled-Ware .. 70&10%
Crystal Steel-Ware ..... 50&10%
Blue and White-Ware ..... 10&10%
White-Ware ..... 25&10%

STOVE HOLLOW-WARE:—
Ground ..... 60&10&10@70%
Unground ..... 70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans .. 62½@65%
Maslin Kettles, .. 75&5@75&10&5%
Tinned Boilers and Saucepans .. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co ..... 40&5%
Reed & Barton ..... 40&5%
Rogers & Brother ..... 40&5%
Simpson, Hall, Miller & Co .... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks—

BUSH—
Jennings & Griffin's ..... 40&10%
Light ₩ doz. $5.00: Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list .. 60&10&10%
Bird Cage, Reading ..... 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list ..... 60&10%
Chandelier 70%
Clothes Line, Sargent's list .. 5[illegible] &10%
Coat and Hat, Sargent's list .. 50&10%
Coat and Hat, Reading ..... 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list .. 50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Wardrobe 55%

WROUGHT IRON—
Cotton ..... ₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works 80%
Hammock Hooks, E. C. Stearns, ₩ doz 60c
Picture, T. & S. Mfg. Co 75%
Tassel, T. & S. Mfg. Co ..... 60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 33⅓%
Wm. Johnson's:
8 in. ..... ₩ doz. $2.20 net
10 in. ..... ₩ doz. $2.70 net

WIRE—
Atlas Coat and Hat ..... 50&10%
Belt ..... 60@60&10%
Handy Coat and Hat 70%
Steady Ceiling 70%
Wire Coat and Hat, Acme .. 60&10%
Wire Coat and Hat, Gem 70%
Wire Coat and Hat, Standard 45%

MISCELLANEOUS—
Carpenter's Amc. Grass Hooks, ₩ doz. $4.00
Covert's Saddlery Works: Self-Locking Gate and Door Hooks ..... 60&20%
Dunlap's Merchandise 25%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass ..... 70&10%
Hooks and Eyes—Mal. Iron 75%
Wm. Johnson's Cotton, Box and Hay 60%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Whiffletree ..... ₩ D 4½c

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	25c	22c	21c	21c.	40&10%
American, all sizes, 9½@10c ..... net						
Ausable	26c	26c	25c	24c	23c.	40&10&5%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K.	25c	23c	22c	21c.	21c	40%
Capewell	19c	18c	17c	16c	16c.	10&5%
Champlain	28c	28c	25c	24c	23c	40&5&2%
Clinton Fin.	19c	17c	16c	15c	14c.	30&10&5%
Empire Bronsed						10c
Essex	28c	28c	25c	24c	23c.	40&10@50%
Lyra	9½c	9½c	9½c	9½c	9½c., net	
Maud S	25c	23c	22c	21c.	21c	50&10&5%
Northw't'n.	25c	23c	22c	21c	20c.	25@25&5%
Putnam	23c	21c	20c	19c	18c	25%
Snowden	9½c	9½c	9½c	9½c	9½c., net	
Vulcan	23c	21c	20c	19c	18c	25%
Western, 5 to 10d						9c

Horse Shoes—
See Shoes.

Horse Ties—
Covert Mfg. Co 45%

Hose, Rubber—
Boston Belting Co.:
"Boston" ..... 50&10&5%
"Imperial" ..... 30&5%
Competition ..... 75@75&10%
Extra ..... 60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick .... ₩ gr $9.00 net
Crown ..... net
Dunlap's:
No. 1 ..... $3.50 per doz 20%
No. 20 ..... $12.00 per doz 20%
Gem Ice Shave ..... net
Parker's:
Ice Box Chisel .... ₩ doz. $12 00 } 33⅓&10&5%
Ice Crusher, No 3, ₩ doz. $3.00 }
Ice Crusher, No. 2, ₩ doz. $6.00 }
Ice Crusher, No. 1, ₩ doz. $2 .00 }
Ice Tools ..... ₩ doz. $4.00 }
Sargent's Ice Awls 55%
Star ..... net

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00 .. 25%
No. 34 ..... ₩ doz. $15.00. 25%

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain ..... 15@20%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.50 .. 20@25%
Butcher Knives ..... 25@25&10%
Shoe Knives ..... 25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c 40%
Goodell's:
Bread Knives Ass'n list ..... net
Butcher ..... net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives 50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives .. 25@25&5%

Knobs—
Bardsley's Wood Door, Shutter and Base 15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr. ..... $1.25@$1.50
Carriage, Jap ..... ₩ gro. 80c, 60&10%
Door Knobs, Hemacite ..... 50&10%
Door Mineral ..... ₩ doz. 55@60c
Door Por. Jap'd ..... ₩ doz. 65@70c
Door Por. Nickel .. ₩ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Hemacite ..... 50&10%
Picture, Judd's ..... 50&10&10%
Picture, Sargent's ..... 70&10%
Shutter, Porcelain 70%
Yale & Towne Wood, list Dec. '95. 40%

Lace, Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace ..... ₩ ft. 8c
Cut Lacings, ¼ in., ₩ 100 ft .. $1 00
Cut Lacings, 5/16 in., ₩ 100 ft. $1 25
Cut Lacings, ⅜ in., ₩ 100 ft .. $1 50
Cut Lacings, ½ in., ₩ 100 ft .. $2.00
Cut Lacings, ⅝ in., ₩ 100 ft .. $2 75
Cut Lacings ¾ in., ₩ 100 ft .. $3.25
Discount from list, 60%

Ladles, Melting—
Monroe's Pat ..... ₩ doz $4.00, 45%
P. S. & W ..... 35&10@40%
Reading ..... 50&10%
Sargent's ..... 60@60&10%
Warner's 30%

Lanterns—
Buhl Stamping Co:
No. 100 Buhl Tubular Headlights, ₩ doz. list $30.00
No. 16 Buhl Side Lever, ₩ doz. list $7.50
No. 10 Buhl Improved Regular, ₩ doz. list $7.50
No. 20J Buhl Square Top Lift, No. 2, ₩ doz. list $11.00
No. 150 Buhl Dash Reflector, ₩ doz. list $10. 0
No. 2 0 B hl Dash Reflector. No. 2, ₩ doz. list $17.50
Discount ..... 40&5%

Latches—
Cronk's Sliding Door 60%
Lane's Barn Door 40%

Lawn Mowers—
Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Continental ..... 60&10%
Enterprise 40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T ..... 70&10%
Style A., (all steel) ..... 60&10%
Style E., Low Wheel ..... 60&10%
Style E., High Wheel ..... 70&10%
Drexel, low list 5%
Gold Coins, low list 50%
Great American ..... 70&10%
Imperial ..... 60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel. 75&10%
New Easy ..... 60&10@60&10&10%
New York ..... 60&5%
Pastime:

12 in.	14 in.	16 in.	
$6 00	$6.25	$6.50	each net

Pennsylvania ..... 60&10%
Rapid Transit ..... 70&10&10%
Standard ..... 60&5%
Sunbeam ..... 60&10%

Lawn Sprinklers—
Enterprise 25%
Gibbs' Arc ..... ₩ doz. $10.00
Gibbs' Hustler ..... ₩ doz. $5.00

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Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₱ doz. $12.00 $15.00 $24.00..35%

Lemon Squeezers—

Berger Bros. ₱ doz. 8-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ₱ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Dunlap's Improved ₱ doz. $8.75 20%
Hotchkiss, Straight Flush ₱ doz. $9.60
Jennings' Star...₱ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₱ doz. $6.00 30&10@40%
Wood, Common ₱ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....60@60&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, ₱ gr. No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₱ gro.....35%
Ventilator Cord, Samson Braided, White or Drab Cot. ₱ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Locks—

DOOR LOCKS, LATCHES, &C.—

Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Brooklyn Latches.....60&10%
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Romer's Night Latches.....20&5%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 22 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Romer's.....25%
Stoddard Lock Co.....30@33⅓%
Yale.....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Eureka, Eagle Lock Co.....40&5%
Gem, Corbin's.....40&5%
Romer's Nos. 0 to 2.....40&5%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Mallets—

Sargent's List
Hickory.....50@35&10%
Lignumvitæ.....50@35&10%
Raw-Hide.....40&10%

Mattocks—

Regular list.....70@70&10%

Meat Cutters—

American.....30%
Nos.....1 2 3 4 B 5
Each..$6 $7 $10 $25 $30 $60
Beef Shavers (Enterprise).....20%
Chadborn's Smoked Beef Cutter, ₱ doz. $60.00
Dixon's.....₱ doz 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25%
Nos.....10 12 22 32 42
Each...$3 $3.50 $4 $6 $15
Hales Pattern ₱ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₱ doz $36.....50%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₱ doz...45@45&10%
Nos.....1 2 3
$22 $30 $40
Perfection.....net
Woodruff's ₱ doz.....33⅓%
Nos.....100 150
$15 $18

Meat Juice Extractors—

Enterprise.....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₱ lb..25c
No Name.....₱ lb..15c
Mystic.....₱ lb..10c
f. o. b. New York or Chicago.

Molasses Gates—

Enterprise.....20%

Mop Wringers—

Matchless (Canton, O.), ₱ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5. 0

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½%
Grand Crossing Tack Co. List:
Wire Brads.....85%
Wire Nails.....85%

PICTURE—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list..40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₱ doz. $18.00..25&10&10%
Giant, No. 1, ₱ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₱ doz $18.00, 20%
National.....₱ doz. $24.00, 40%
Pelican.....₱ doz $9.00, 15&10%
Scranton No. 2.....₱ doz. $10.00
Scranton No. 3.....₱ doz. $9.00

Nail Sets—

Buck Bros.....37½%
Cannon's Diam'd Point₱ gr.$12, 25%
Dunlap's.....20%
Humason's.....60&10%
Hunters' Cup Point Knurled.... ₱ gro. $10.00
Hunters' Cup Point, Plain.... ₱ gro. $9.00
Round, assorted.....₱ gr. $3.00@$3.25
Square.....₱ gr. $4.00@$4.25

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₱ gross $30.00..40%
Turner & Seymour Mfg. Co.....40%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20
Tapped.....50%

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Pocket Oilers.....₱ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10@10&5%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lilly White, ₱ lb.....60
Rosy Red.....60
Extra Green Paper Wrapper, ₱ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₱ lb:
Lily White.....90
Rosy Red.....90
Extra, same sizes as above.....80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₱ lb..... .70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, ₱ doz.....$12.00
7x2, " 11 00
8x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x½ to 1½. ₱ lb..... .34
" 2x2x½, extra selected.. .40
Discount 33⅓&.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanising, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb.....80c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₱ lb
Cotton Packing.....14c@15c ₱ lb
Italian Packing.....13c@14c ₱ lb
Jute.....6c@7c ₱ lb
Russian Packing.....13c@14c ₱ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₱ doz $4.50
Baldwin.....₱ doz 5.00
Bonanza.....each 5.00
Daisy.....₱ doz 3.50
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₱ doz 12.00
Favorite.....₱ doz 5.00
Gold Medal.....₱ doz 4.00
Ideal.....₱ doz 4.00
Improved Bay State.₱ ds..$37@30.00
Little Star.....₱ doz 4.00
Monarch.....₱ doz 12.50
New Lightning.....₱ doz 5.50
Oriole.....₱ doz 4.00
Penn.....₱ doz 3.00
Perfection.....₱ doz 4.00
Reading, 72.....₱ doz 4.00
Reading, 78.....₱ doz 7.00
Rocking Table.....₱ doz 5.50
Scott's Pat. Rotary, ₱ doz $15.00, 20%
Turntable.....₱ doz 4.50
Victor.....₱ doz 12.50
Waverly.....₱ doz 3.75
White Mountain.....₱ doz 4.00

POTATO—

Saratoga.....₱ doz 5.50
White Mountain.....₱ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₱ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₱ gro. 4.0'@7.50
Lead.....₱ gro. 2 18@4.88
Lumber.....₱ gro. 6.87
Mascot, Hexagon .....₱ gro. 4.75
Mascot, Round.....₱ gro. 3.10

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10%
Bench, First Quality.....55%
Bench, Second Quality....60@60&10%
Fales Bench.....25%
C. E. Jennings & Co.....50&10%
Molding.....50%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
Davis's Iron Planes.....40@40&10%
Gage Tool Co.'s Self-Setting.....25%
C. E. Jennings & Co., Iron...50&10%
Meriden Mal. Iron Co.'s..40@40&10%
Sargent's.....60@60&10%
Siegley's:
Bench.....40%
Combination, each.....$4.50 net
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....25&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle".....
Ohio.....
Sandusky.....
} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to a
Hinsdale.....25&10%
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@25%

Pliers and Nippers—

Button's.....70@70&10%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₱ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₱ doz., No. 2, 5 in. $12.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₱ doz $12.00 30&5%
Smith's Side Cutting.....25%
Stubs'.....30%
Swiss Pliers.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....50%
Wm. Johnson's.....75%
Plumb Bobs.....40%
Pocket Levels.....70&10%
Stanley's.....75&10%
Stanley's Duplex.....25&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

J. P. Lovell's Police Goods.....25%
R. I. Tool Co., Handcuffs, $15.00 ₱ doz.....10%
R. I. Tool Co., Leg Irons, $25.00 ₱ doz.....10%
Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₱ lb 8c
Joseph Dixon's.....₱ gro $5.75, 10%
Gem.....₱ gro $4.50, 10%
Lustro.....₱ gro $4.75
Rising Sun.....₱ gro $5.50@$5.75

Poppers, Corn—

Round or square,
1 qt., ₱ doz. $.75; ₱ gr. $6.50 } 10@
1½ qt. ₱ doz. $.85; ₱ gr. $8.00 } 15%
2 qt., ₱ doz. $1.15; ₱ gr. $12.00 }
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Kohler's:
Little Giant, No. 12...₱ doz. $12 00
Hercules, No 25.....₱ doz. $11.00
Invincible, No 6.....₱ doz. $10.00
Pioneer, No. 714.....₱ doz. $ 9.00
Lock Lever, No 10...₱ doz. $12.00
Universal, No 49.....₱ doz. $ 4.00
New Champion, No. 87 ₱ doz. $ 7.00
Iron Handle, No. 33. ₱ doz. $ 6 00
Ryan's.....₱ doz., $30.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Dunlap's Saw and Chisel....₱ doz $3.50, 30%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kobler's Pruning Shears:
German, No. 46.....₱ doz $3 50
American No. 33.....₱ doz. $4.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears 60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@50&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%

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Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades 75&10@80%
Pitcher Spout, Cheaper Goods. 30&5@30&10&10%

F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$18.50
No. 235, Fig. 408, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Avery's Revolving.....40%
Avery's Saw-Set and Punch. See Saw Sets.
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Rand's Centering Marking Tool..25%
Rice's Hand.....15%
Saddlers' or Drive, good ₩ doz..60@65%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

	Barn Door, Light, In.	½	⅝	¾
	Per 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₩ foot.....3½c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
Competition.....₩ foot, 2½c
Common.....₩ foot, 2¼c
Double Braced.....₩ foot, 2¾c
Lanes' O. N. T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Iron, Painted...₩ ft. 3c
Sliding Door, Wr't Brass, 1¼ n. ₩ lb, 36c.....30&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot. 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.30@$3.40
Lawn Queen, Impr'd, net ₩ doz. $3.30@$3.50
Catch All...net ₩ doz. $3.15@$3.25
Jumbo.....net ₩ doz. $7.00@$9.00
Paragon....net ₩ doz. $3.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferrosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&5&5%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Copper.....60&10&5@60&10&10%
Iron. American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or copped.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₩ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope—

Cotton Rope, Best,
¼ in. and larger.....₩ ℔ 13 @14c
Medium, ¼ in. and larger.....₩ ℔ 10 @12c
Common, ¼ in. and larger.....₩ ℔ 8½@10c
Jute Rope.....₩ ℔ 5½@5½c
Manila:
7-16 in. and larger.....₩ ℔ 6½c
⅜ in.....₩ ℔ 7 c
¼ and 5-16 in.....₩ ℔ 7½c
Hay Rope, Med.....₩ ℔ 6½c
Sisal, ⅜ in.....₩ ℔ 6 c
¼ and 5-16 in.....₩ ℔ 6½c
7-16 in. & larger.....₩ ℔ 5½c
Med. L'th Y'rn.....₩ ℔ 5 c
Hay Rope.....₩ ℔ 5½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₩ ℔ 4½@5c
Chinese Sad.....3½@3½c
Colebrookdale Iron Co.:
Crown, Improved Pol, ₩ doz. $6.50
Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ℔ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles. ₩ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₩ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.00
No. E 55 plain p lished, size 1, 2 or 3 without handles, ₩ doz. $3.50
No E 60, nichel-plated, size 1, 2 or 3 with "best" handles, ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz $9.30
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₩ doz.....$3.50
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Pol.....₩ doz $6.50
Sensible, Tailors'.....₩ ℔ 30@3¼c

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₩ ℔ 16c
Cable Laid Russia....₩ ℔ 13½c@14c
Common.....₩ ℔ 8½c@9c
Common Russia Sash.₩ ℔ 12½c@13c
India Hemp Sash.....₩ ℔ 9½c@10c
Jute, good quality.....₩ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ℔ 30c
"Samson" Braided Drab, Cotton.....₩ ℔ 35c
"Samson" Braided Italian Hemp.....₩ ℔ 33c
"Samson" Braided Linen, ₩ ℔ 56c
Silver Lake:
A Quality, Drab..₩ ℔ 55c. 35@40%
A Quality, White, ₩ ℔ 50c. 35@40%
B Quality, Drab, ₩ ℔ 35c..... 15@15&7½%
B Quality, White ₩ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₩ ℔ 31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10&10%
Sash Lifts Flush.....70%
Sash Lifts With Look.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Corbin's Daisy, '95 list.....40@45%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Hammond's Window Springs, A 50&10%
Hammond's Window Springs, B..50%
Ives' Patent....60&10&5@60&10&10%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00: No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer. ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $2.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. L. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames. 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&5&10
Pat. Excelsior.....5½&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $12.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Wm. Johnson's:
135 A.....70&10%
135½ Extra.....70%
138 Ebonized Handle.....70%
141½.....75%
142 Ebonized Handle.....70%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40.....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
Screw-Driver Bits, Parr's ₩ gro. $6.25
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C. T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%

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Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....8½%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 30&10&5@35%

BENCH, HAND, ETC.—

Bench, iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech, ₱ doz $2.00@3.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....60&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$3.25
Surrey, No. 9, ₱ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....60&10%
Tin Snips.....45%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892. 50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 13, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shoes, Horse, Mule, &c.—

HORSE—

Bryden's Frog Pressure.....$4.00
Burden's, Perkins', Phœnix and Bryden's, from jobb'rs..$3.15@3.40
Gibbs' Rubber, Pat.....& set, $1.50
Perkins Steel Side Weight Hind $3.15@ $3 40
Perkins Improved Snow.....₱ ℔ 4c
W. & B. Rubber Pad....₱ set, $3.50

MULE—

Add 50c ₱ keg to above prices.

OX, WROUGHT—

Ton lots.....₱ ℔ 9c
1000 ℔ lots.....₱ ℔ 9½c
500 ℔ lots.....₱ ℔ 10c

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C. S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Slicers—

Vegetable, Enterprise.....25%

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2½@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....60&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33½%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33½&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—

See Door Springs.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ ℔.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33½&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued...90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2½%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....90&20%
S. S.....
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks. ₱ gr. $4.00
Dble. Point. 90&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&8 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks. 66⅔&33⅓&8 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....35@35&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c.—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33½%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tobacco Cutters—

National Specialty Co.....40%

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33½%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$2.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$2.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car....$2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch. ₱ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₱ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₱ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent.....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₱ 100, $12.00
Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....40&10@50&5%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Enterprise Mfg. Co., Mole.....15%
Erie Rat.....40@40&10%
Household.....₱ gr $10.00
Hotchkiss:
Metallic Mouse,.....₱ doz. 65c
Improved Rat.....₱ gross, $12.50
New Rat.....₱ gross. $12.50
Mouse, Bonanza....₱ doz 90c@$1.00
Mouse, Catch-'em-alive ₱ d z $2.50, 15c
Mouse, Delusion.....40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire. ₱ doz $1.50, 10c
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro. $13.50; No. 2 ₱ gro., $15.00

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Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₩ gro., $4.50
Snap Shot, 4-Hole....₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $$1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector.70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box.....50&10@30%

PARALLEL—

Alligator 50%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand 33⅓%
Massey's Quick Action.....20@25%
Merrill's.....20&15%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....30@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
Wilson'.....55%

SAW FILERS—

Bonney's Nos. 2&3 $15,00.....60%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33 .....33⅓%
Wentworth's..... .....35@40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor.....60&20%
Daisy.....60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

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Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....25&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

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Taplin's "Perfection".....50%

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Brass Wire.....35%
Bright Wire Goods, Standard list 65&10&10@90%
Cast Steel Wire.....50%
Copper Wire.....45%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....60&10%
Market Wire:
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Cop'd, Nos. 0 to 18.....80@80&10%
Galv., Nos. 0 to 18.....80@80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10@80%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%
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Wire Clothes Lines, see Lines.

Wire Cloth, Netting, &c.—

Brass Cloth.....40@55%
Galvanized Wire Netting..80&10@80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft..$1.10@$1.20
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List.
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Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

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Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Aiken's Pocket (Bright)..$3 00@3.30
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American Adjustable.....40@40&10%
Armstrong's 40%
Baxter's.....65@65&10%
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Patent Combination Bright.40&5%
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Bit.....15@15&10%
Standard Brace.....15@15&10%
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"Mechanics'."....40&10&10 &5&5&3%
Coes' Pattern Wrought.....30&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Expert Bicycle.....33⅓&10%
Girard Standard.....65&10@70%
Hall's Pipe 50%
Lamson & Sessions':
Engineers'..... .....60@30&10%
Standard..... .....70&10%
Lowell:
Lag Screw.....25%
Ratchet..... .....33⅓%
Socket Bridge.....30%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.... .....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme .....60@20&5%
All Steel Pipe .....50&10@ 0%
Always Ready.....35@40&10
Bull Dog.....60&10%
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Drop Forged Engineers.35@40&1[illegible]%
Hercules .....70&1[illegible]@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.50&10 @50&10& 10%
Regular.....50& @ 0&10&5%
J. H. Williams 25%
Yankee.....45%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1892...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....42c
Linseed, City, Boiled, in barrels ₩ gallon.....44c
Out of Town on Spot..₩ gal.....42c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 38@40c
Western, Prime.....37c 38c
Extra, No. 1.....35@36c
No. 1.....30@31c

Paints and Colors—

Barytes, Foreign, ₩ ton, $15.00@$18.00
Barytes, American Floated, ₩ ton $22.00@$23.00
Barytes, American, No. 1, ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....6c
White Lead, American, in Oil, ₩ lb.....5½@6c
White Lead, Foreign, in Oil, ₩ lb 8@8½c
Litharge, Kegs, ₩ lb.....5½c
Zinc, American, Dry, ₩ lb....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2¼

Spirits Turpentine—

In regular bbls.....34½@—c
In machine bbls.....35@—c

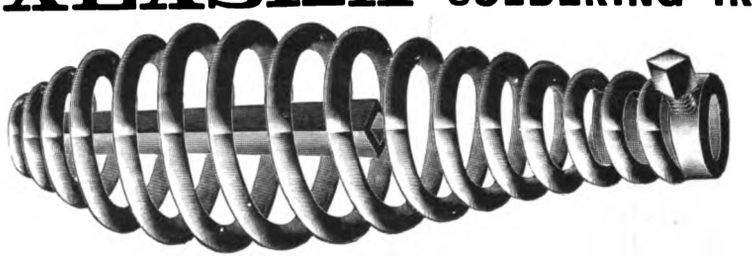
Dry Colors—

Blue, Chinese.....₩ lb 37 @40
Blue, Prussian.....₩ lb 30 @35
Blue, Ultramarine..₩ lb 8 @25
Sienna, Italian, burnt & powd red ₩ lb 3½@5 c
Sienna, Italian, raw & powdered...₩ lb 3 @4½c
Umber, Turkey, burnt.....₩ lb 2½@3½c
Umber, Turkey, raw.....₩ lb 2½@3 c
Green, Chrome, Common .....₩ lb 5 @12 c
Green, Paris, in bulk, ₩ lb 11½@12½c
Indian Red, American.....₩ lb 2 @ 3 c
Indian Red, English..... ...₩ lb 4½@8

Colors in Oil—

Black Coach Japan ₩ lb..18½@20
Black Coach Japan, in Oil.....₩ lb 12 @13 c
Black Drop.....₩ lb 7 @10 c
Black Lampblack...₩ lb 20 @33 c
Black Lampblack, common .....₩ lb 7@15 c
Blue, Chinese.....₩ lb 35 @40 c
Blue, Prussian .....₩ lb 20 @40 c
Blue, Ultramarine..₩ lb 12 @18 c
Brown, Sienna, bur't ₩ lb 8 @12 c
Brown, Sienna, raw. ₩ lb 8 @12 c
Umber, burnt.....₩ lb 7 @10 c
Umber raw.....₩ lb 7 @10 c
Brown, Vandyke....₩ lb 7 @12 c

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5. Half Dozen Photographs. . . . . Send us any photograph, with your name and address written plainly on the back, and we will return it to you together with six medallion copies of the original, mounted on celluloid, with a wire stand. We guarantee the medallions to be as good as the original. . . . .

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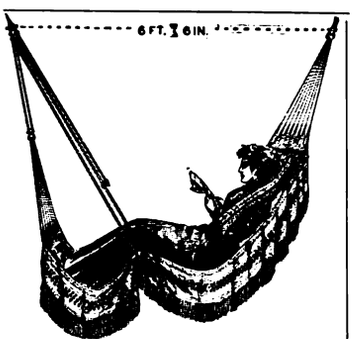
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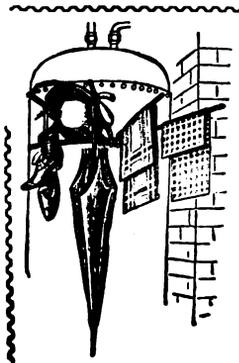
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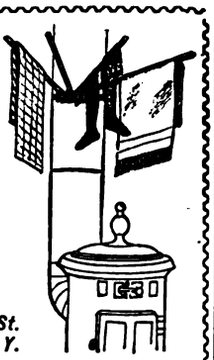
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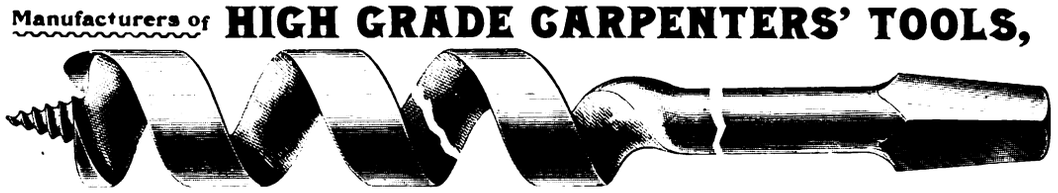
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Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carpet Stretchers.
R. W Montross, Galien, Mich.

Carving Tools.
Hammacher, Schlemmer & Co., New York.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton, Clarke Co., New York.

Castings.
Aluminum Sign & Novelty Co., Columbus, Ohio.
C. H. Angus, Albany, N. Y.

Cellar Grates.
Hess, Snyder & Co., Massillon, O.

Cement.
New York Belting & Packing Co., Ltd., New York.
P. H. Starr, Norwalk, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cherry Steners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

Chimney Ventilators.
Hess, Snyder & Co., Massillon, O.

Chucks.
Detroit Twist Drill Co., Detroit, Mich.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Clamps.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Cleavers.
John Chatillon & Sons, New York.
Lancaster Machine & Knife Wks., Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clock Springs.
Wallace Barnes, Bristol, Conn.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Dryer.
Hill Dryer Co., Worcester, Mass.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Cresting.
E. T. Barnum, Detroit, Mich.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co, Antrim, N. H.
Hammacher, Schlemmer & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Patterson, Harral & Gray, N. Y.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Display Brackets.

John N. Hager, Ft. Atkinson, Wis.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co, New York.
Knapp & Cowles Mfg. Co., Bridgeport, Conn.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.
Whitman & Barnes Mfg. Co., New York, Cincinnati, Chicago, Kansas City.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drying Racks.

Gem Mfg. Co., New York.

Drop Presses.

Miner & Peck Mfg. Co., New Haven, Conn.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Holyoke, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.
Ohio Electric Works, Cleveland, Ohio.

Elevators.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery.

Hanson & Van Winkle Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.

New York Belting & Packing Co., Ltd., New York.
Sterling Emery Wheel Co., Tiffin, Ohio.

Enamel.

Chas. H. Gillespie & Sons, Jersey City, N. J., Glasgow, Scotland.

Enameline.

J. L. Prescott Co., New York.

Enameling Ovens.

Union Heater Supply Co., Detroit, Mich.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Faucets.

Boston & Lockport Block Co., Lockport, N. Y.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
Pittsburg Pump Co., Pittsburg, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Baker Mfg. Co., Allegheny, Pa.
E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co. New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fly Killer.

J. F. Bigelow, Worcester, Mass.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furnaces.

Hess, Synder & Co., Massillon, O.
Union Heater Supply Co., Detroit, Mich.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.

Gas Stoves.

Monarch Stove Co., Mansfield, O.

Gate, Latch and Hinge.

Burr & Houston Co., Brooklyn, N. Y.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

H. H. Mayhew Co., Shelburne Falls, Mass.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.
J. D. Johnston, Newport, R. I.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.
Specialty Novelty Co, Lancaster, Pa.

Grinding Mills.

A. W. Straub & Co., Philadelphia and Chicago.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Gun Implements.

Hartley & Graham, New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.

Hammers.

R. W. Montross, Galien, Mich.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Hammocks.

I. E. Palmer, Middletown, Conn.

Handles.

Berger Bros. Co., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hangers.

Hess, Snyder & Co., Massillon, O.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers, Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton, Clarke Co., New York.
John H. Graham & Co., New York
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Buchel Brush Novelty Co., New Orleans, La.
Clark & Cowles Plainville, Conn.
Edgar Mfg Co., Reading, Mass.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.
Hammacher, Schlemmer & Co., New York.
T. W. Houchin, New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
H. H. Mayhew Co., Shelburne Falls, Mass.
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Patterson, Harral & Gray, N. Y.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Specialty Novelty Co, Lancaster Pa.
Surpless, Dunn & Co., New York.
Waterbury Barrel Foundry & Machine Co., Waterbury, Conn.
T. F. Welch & Co., Boston.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters

Edward Miller & Co., Meriden, Conn.
S. W. Owen Co., Norwalk, Ohio.
Plume & Atwood Mfg. Co, New York.

Hinges.

Bommer Bros., New York.
Th. M. Hass, New York.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co, Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia,
J. G. Speidel, Reading, Pa
Storm Mfg. Co., Newark, N. J
Warner Elevator Mfg. Co, Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Louis' Oil Stone Works, Jeffersonville, Ind.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Ordner Mfg. Co., Cleveland, Ohio.

Hose Pipe.

John W. Buckley, New York.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

Hartzell Novelty Works, Alliance, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

John W. Buckley, New York
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Parker Ice Tool Co., Worcester, Mass.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
White Mountain Freezer Co., Nashua, N. H.

Insurance.

Mutual Life Insurance Co. New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Lace Leather.

John C. Hagan & Co., Manchester, Va.

Ladders.

Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Edward Miller & Co., Meriden, Conn.
Ohio Electric Works, Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Lamp Chimneys.

Parish & Unger, New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia Pa.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.
Ordner Mfg. Co., Cleveland, Ohio.
Philadelphia Lawn Mower Co., Philadelphia.
Pittsburg Pump Co., Pittsburg, Pa.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton, Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, O.
Rufus E. Eggleston, New York, Philadelphia, Chicago.
Irving Elting & Co., Saugerties, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Crescent Emery Mills Co., Oscawana, N. Y.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
J. K. Williams, Akron, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.

Markers.

Fulton Stamp Works, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Mechanical Rubber Goods.

New York Belting & Packing Co., Ltd., New York.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Mosquito Netting.

I. E. Palmer, Middletown, Conn.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.
J. K. Williams, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Rockford Tack Co., Rockford, Ill.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nutmeg Graters.

Edgar Mfg. Co., Reading, Mass.
Specialty Novelty Co., Lancaster, Pa.

Nuts.

Union Nut & Bolt Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Louis' Oil Stone Works, Jeffersonville, Ind.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Ovens.

Monarch Stove Co., Mansfield, O.
Union Heater Supply Co., Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mf. Co., Hartford, Conn.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pleasure Wheels.

Strobel Mfg. Co., Marion, Ohio.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.

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Police Equipments.

Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.

Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont, de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Hess, Snyder & Co., Massillon, O.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
I. E. Palmer, Middletown, Conn.
Queen Sash Balance Co., New York.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
Hess, Snyder & Co., Massillon, O.
F. E. Myers & Bro., Ashland, O.
Pittsburgh Pump Co., Pittsburgh, Pa.
H. B. Rusler, Johnstown, Ohio.
Union Heater Supply Co., Detroit, Mich.

Punches.

Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Hess, Snyder & Co., Massillon, O.
Monarch Stove Co., Mansfield, O.
Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

See Traps.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Gurney Refrigerator Co., Fond du Lac, Wis.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

Hartzell Novelty Works, Alliance, Ohio.
Philadelphia Lawn Mower Co., Philadelphia.
John Sommer's Son, Newark, N.J.

Registers.

Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Brandenburg & Co., Chicago.
Enterprise Mfg Co., Philadelphia.
Eugene L. Johnson, Cincinnati, Ohio.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.
Union Nut & Bolt Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.

Roof Trusses, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
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Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

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Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stephens & Co., Riverton, Conn.
Union Nut & Bolt Co., New York.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

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H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

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Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co, New York.
National Saw Co., Newark, N. J.

Saws, Butchers'

John Chatillon & Sons, New York

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Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

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Bennett Combination Saw-Tool Co., New York.

Scales.

John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelph'a.
Underhill, Clinch & Co, New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

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Holroyd & Co., Waterford, N. Y.

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John H. Graham & Co., New York.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shafts.

Hess, Snyder & Co., Massillon, O.

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Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.

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Waterbury Brass Co., New York.

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Henry H. Sheip & Co., Philadelphia

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Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Signs.

Aluminum Sign & Novelty Co., Columbus, Ohio.

Sign and Price Markers.

Fulton Stamp Works, New York.

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Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

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New York Belting & Packing Co., New York.

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Pittsburg Pamp Co., Pittsburg, Pa.

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Union Hardware Co., Torrington, Conn.

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Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Philadelphia, Philadelphia.

Solder.

Bruce & Cook, New York.

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A. J. Phillips Co., Fenton, Mich.

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Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Stable Fixtures.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.

E. T. Barnum, Detroit, Mich.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Clark & Cowles, Plainville, Conn.
Cleveland Machine Screw Co., Cleveland, Ohio.

Staples.

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Steel Hinges, Spring.

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Armstrong Mfg. Co., Bridgeport, Conn.
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T. W. Houchin, New York.
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Phillips & Clark Stove Co., Geneva, N. Y.
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Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Stove Trucks.
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Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Louis' Oil Stone Works, Jeffersonville, Ind.
Pike Mfg. Co., Pike Station, N. H.

Strops, Razor.
Alfred Field & Co., New York.

Structural Iron Work.
Berlin Iron Bridge Co., East Berlin, Conn.

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Dain Mfg. Co., Carrollton, Mo.

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Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn

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Rockford Tack Co., Rockford, Ill.

Tack Pullers.
Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.

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Union Heater Supply Co, Detroit, Mich.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

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Holroyd & Co., Waterford, N. Y.

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New York Belting & Packing Co., Ltd., New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Tinning.
C. H. Angus, Albany, N. Y.

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Bruce & Cook, New York.

Tin, Perforated.
Harrington & King Perforating Co., Chicago.

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Bruce & Cook, New York.

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Detroit Twist Drill Co., Detroit, Mich.
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Stanley Rule & Level Co., New Britain Conn.
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Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

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Chas. H. Gillespie & Sons, Jersey City, N. J., Glasgow, Scotland.

Vases, Flower.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

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Pancoast Ventilator Co, Inc., Philadelphia.

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Nanz & Co., New York.

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Kilbourne & Jacobs Mfg. Co., Columbus, O.

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Harrington & King Perforating Co., Chicago.

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Samson Cordage Works, Boston.

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Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.

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Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
Wright & Colton Wire Cloth Co., Worcester, Mass.

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E. T. Barnum, Detroit, Mich.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

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Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Edward Darby & Sons, Philadelphia.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.

Woodenware.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.
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Coes Wrench Co., Worcester, Mass.
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Tower & Lyon, New York.

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Reading Hardware Co., Reading Pa.

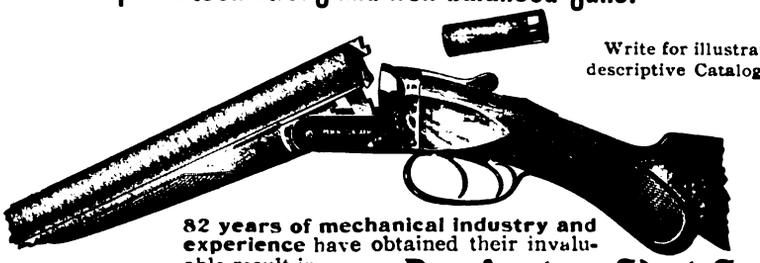
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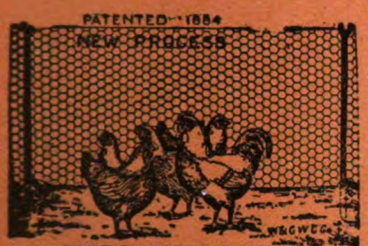
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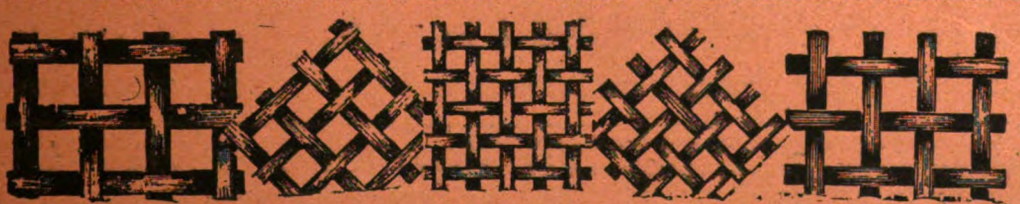
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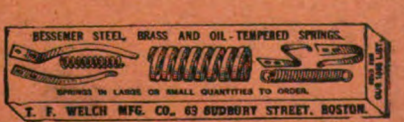
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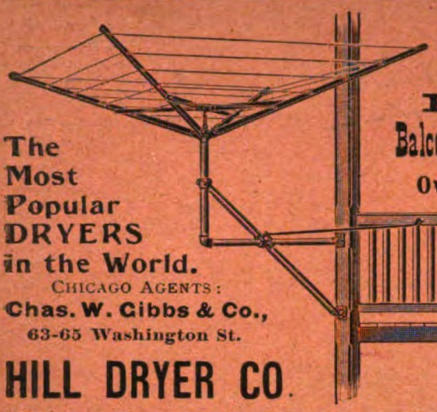


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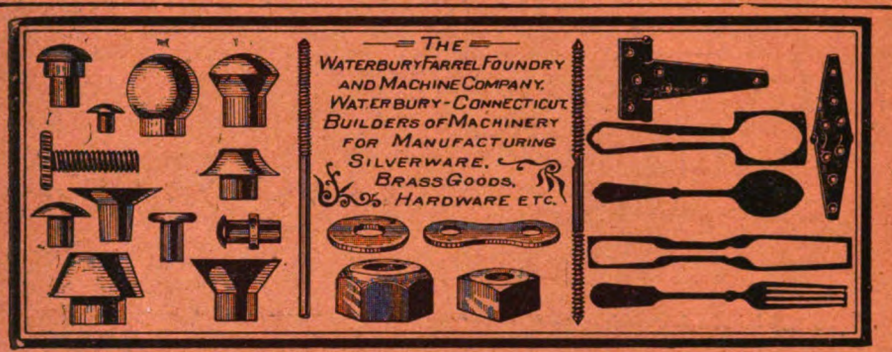
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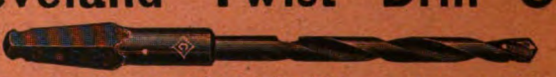
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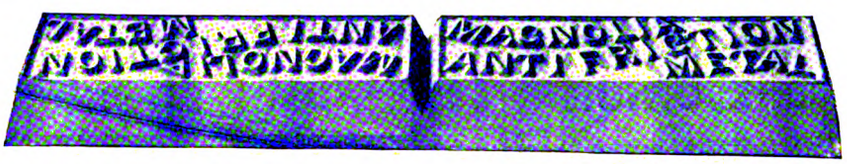
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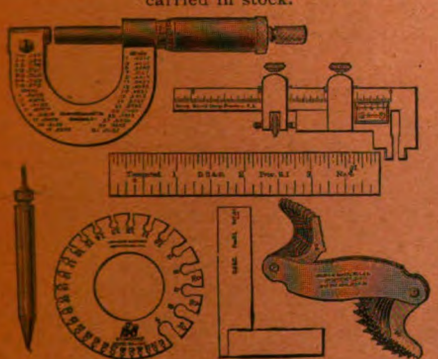
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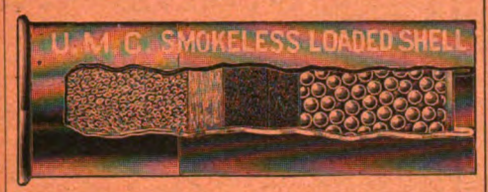
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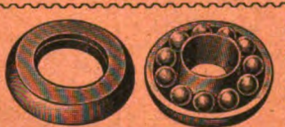
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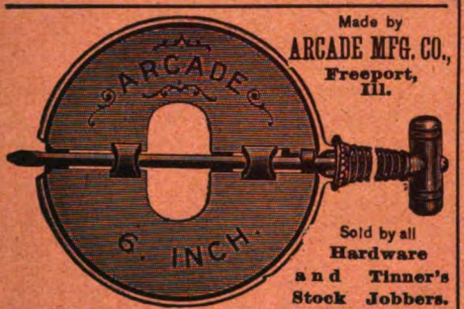
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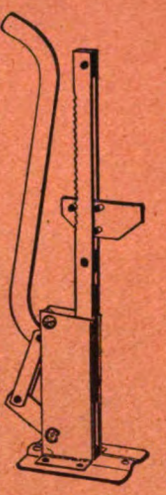
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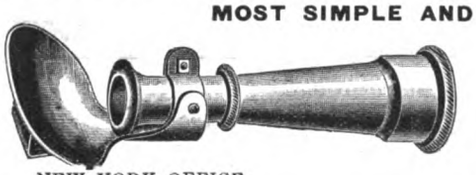
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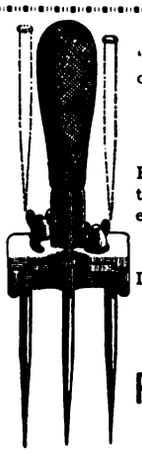
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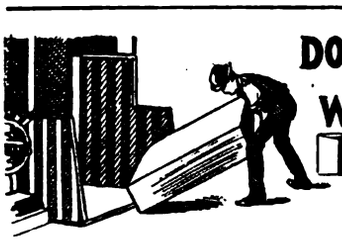


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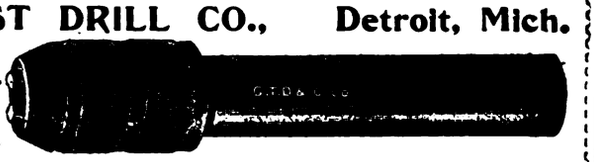
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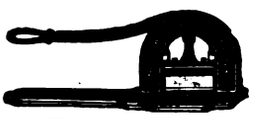
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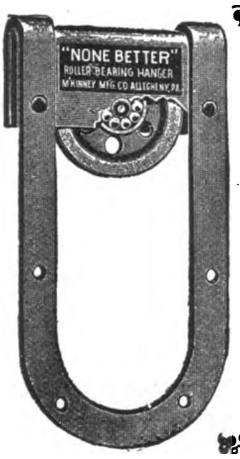
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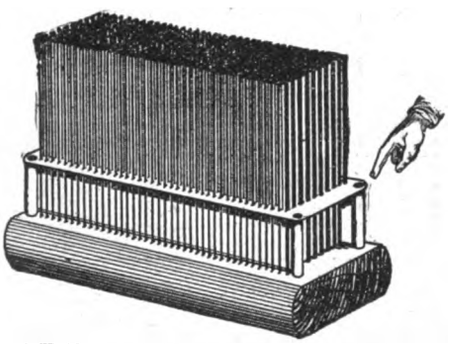
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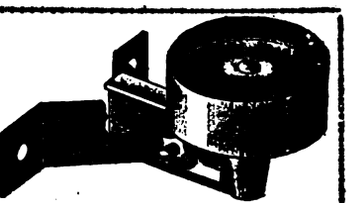


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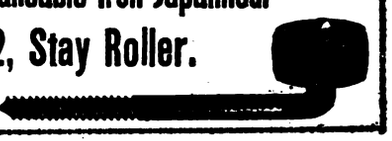
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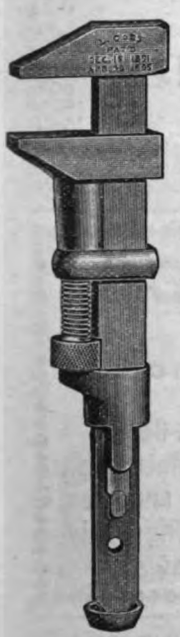
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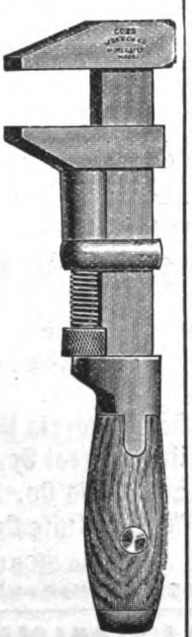
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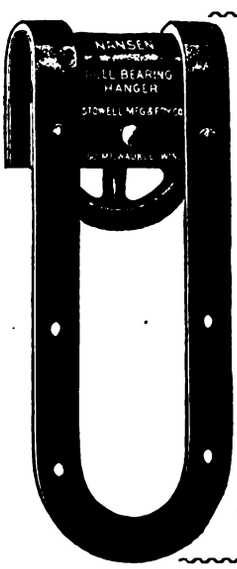
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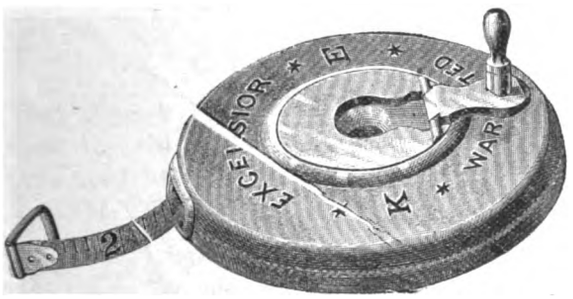
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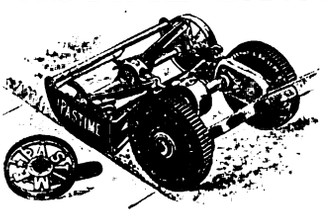


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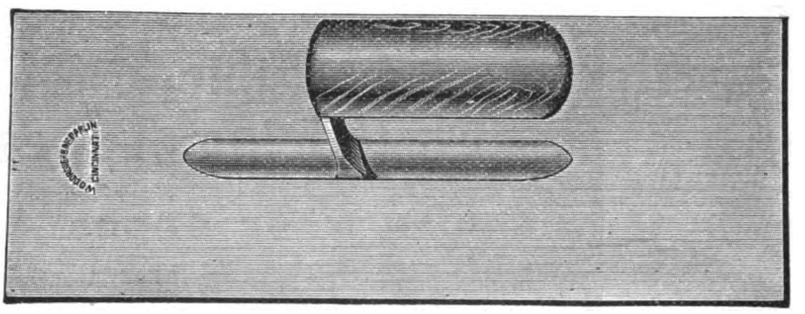
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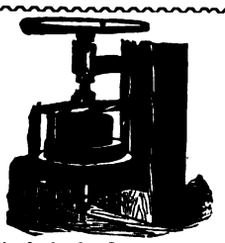
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IT'S IN THE TEETH.

The Patent "REFORM" Curry Comb is composed of three shallow, oval trays, with corrugated edges. The parts are struck up from a fine grade of cold rolled steel, heavily tinned and bronze lacquered, firmly riveted together and warranted not to rust. The outer dimensions are 6½x4¼ inches and by reason of the large cleaning surface and peculiar arrangement of teeth, the comb will do its work with a large saving of time and labor, cleaning with equal thoroughness both long and short coats. There are no places to accumulate hair and it will not tear or injure the brush, the comb being quickly freed from accumulation by giving its face a gentle tap.



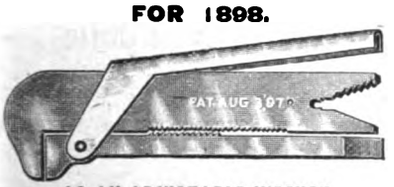
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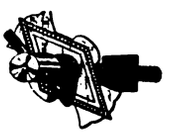
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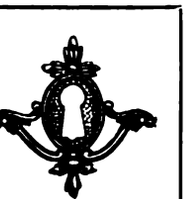
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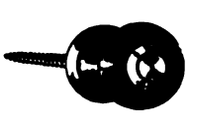

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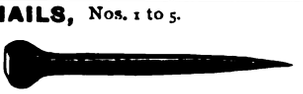
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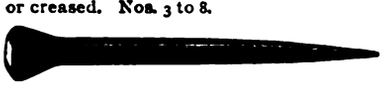
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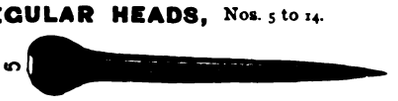
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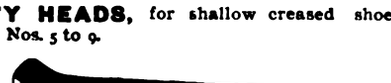
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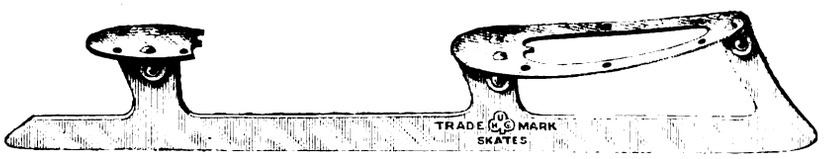
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Or 235 Lake St., Chicago, Ill.
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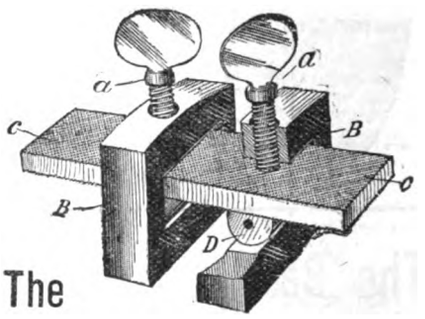


UNION CLUB SKATE.

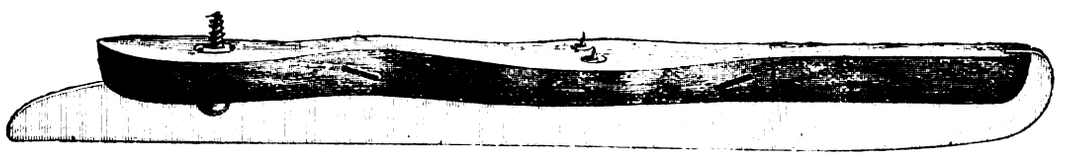




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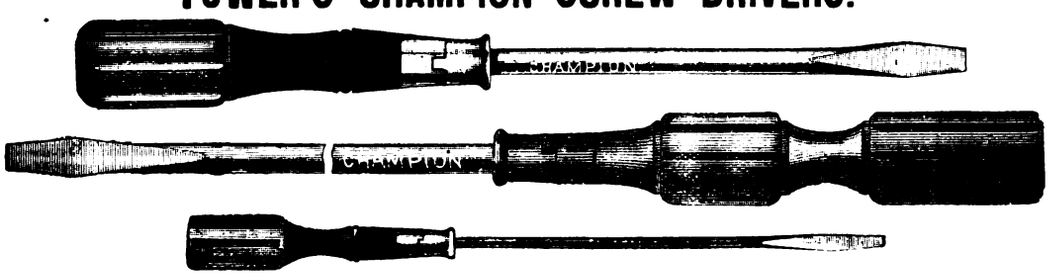
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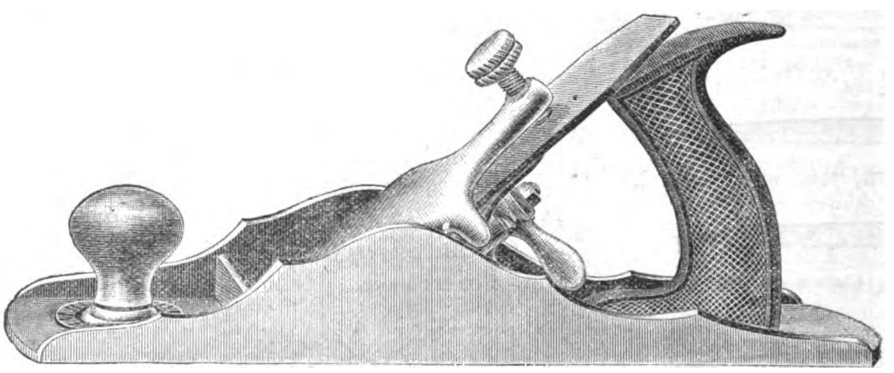
TOWER'S CHAMPION SCREW DRIVERS.

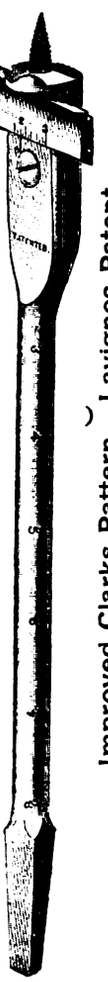


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







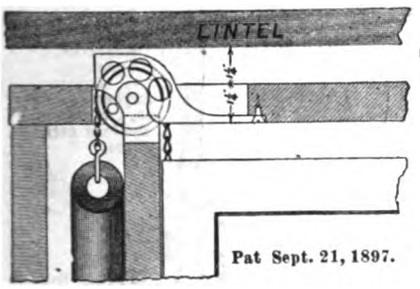
Improved Clarks Pattern. Lavignes Patent.

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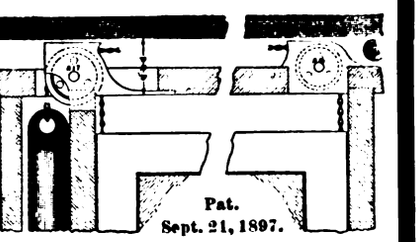
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No Extra Head-Room Needed.
No Grooving of Sashes.
No Lead Weights.

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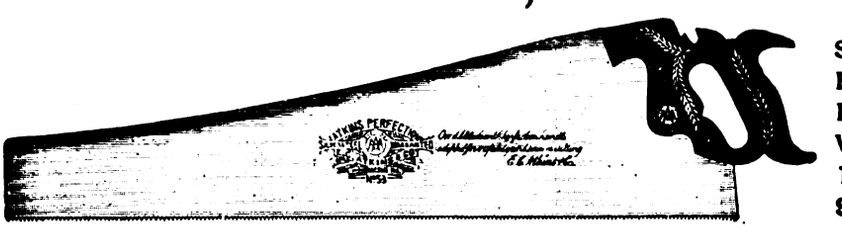
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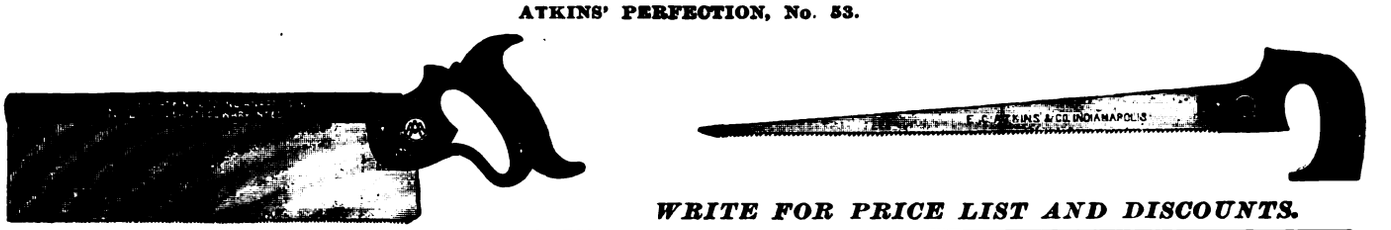
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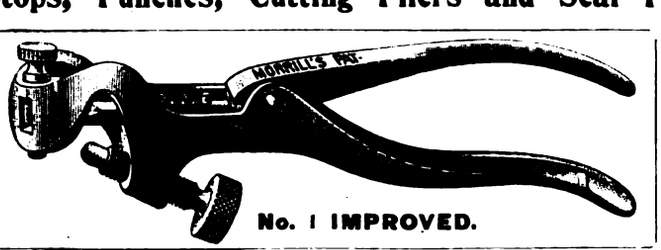
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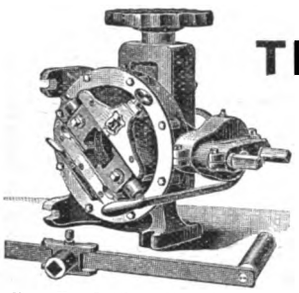
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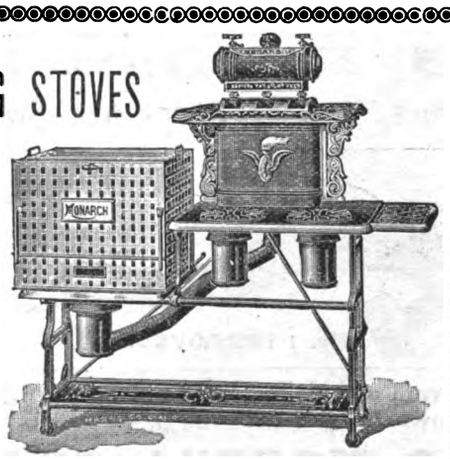
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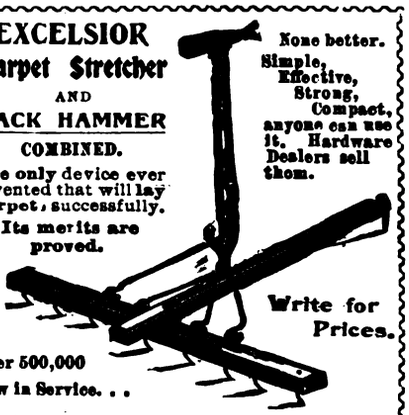
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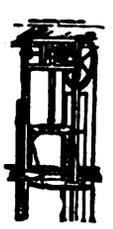
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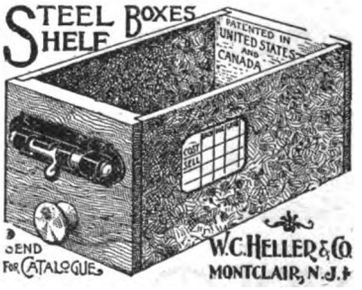
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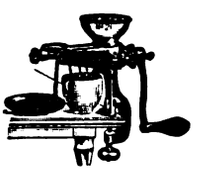
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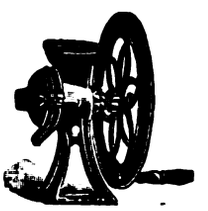
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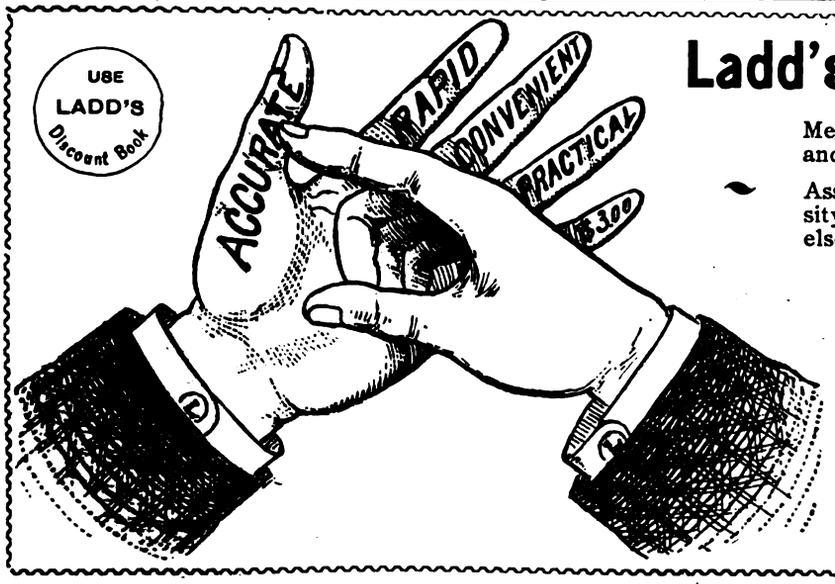
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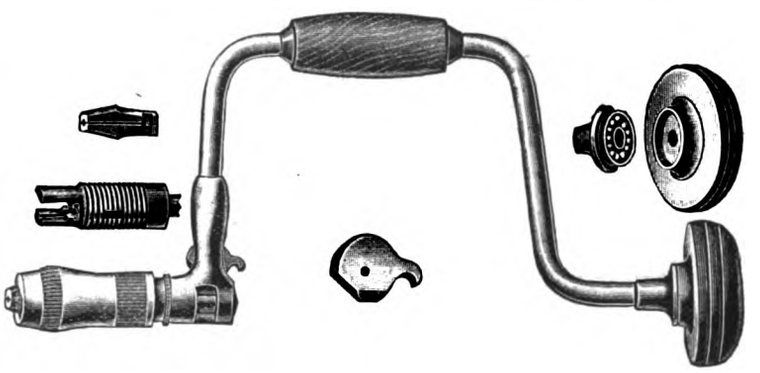
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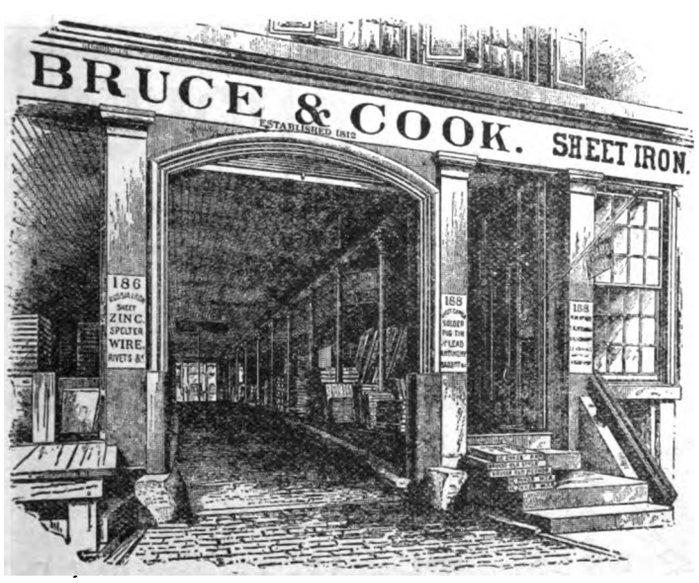
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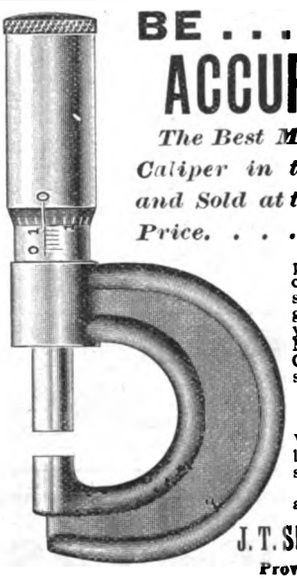
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Gutter, Wide Roof.
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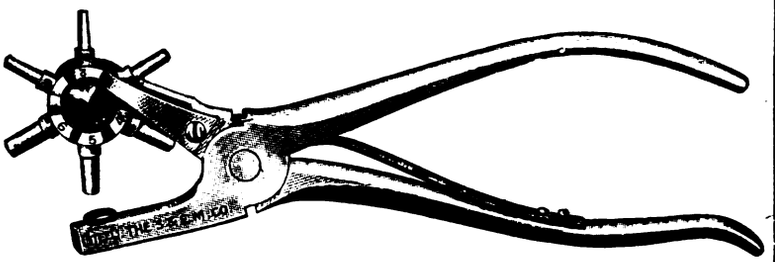
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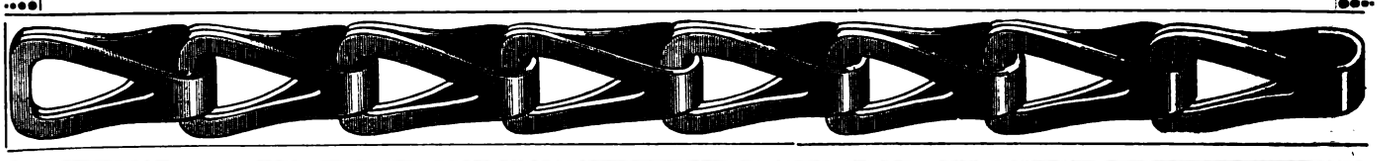
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HARDWARE

VOL. XVII APRIL 25, 1898. NO. 2.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The views of business men regarding the possibility of war resulting from the Cuban complication have not been taken so seriously as to interfere with a free movement of goods under a possibly increasing demand through all the ordinary and regular trade channels.

In the East the demand has not as yet assumed an importance which inspires the highest confidence, and large supplementary orders for spring supplies form the exception when contrasted with other sections of the country. The feeling there developed has been of a more pessimistic character, and contrasting opinions founded on the differing shades of demand are not to be wondered at.

An increasing area for crops is being seeded, stimulated by the high prices for cereals that are still obtainable; and the supply of machinery suitable for a proper harvesting under economical conditions, will produce results in the agricultural sections of the country which, war or no war, will certainly add to our national wealth. Crops will arrive at maturity beyond a doubt, and form the basis of a continued prosperity, which, independent of any war conditions, the country is destined to know and enjoy. The movements having reference to future business on the part of our merchants, will be ordered in a thoroughly conservative manner, and it is extremely doubtful under the circumstances if any pronounced advances in prices will prove the feature of the markets, even when under the protecting wings of a controlling combination. It is the general supposition that the war, when entered upon, will prove more of a naval demonstration than one requiring a large enrollment among the militia of the various States, and thus the chances of unsettling the general run of business by forced changes of importance give but little concern to those immediately interested.

The cancellation of orders for needed staples by the dealers of the country have been relatively few and unimportant, and the fact that many order books were filled early in the season with anticipated wants, now in process of being supplied, keeps the manufacturers in a hopeful condition, with the natural result of sustaining prices to a fair extent. Many lines of goods even under these circumstances, are not in full supply and letters urging prompter deliveries are of daily occurrence.

Our Hardware Association Number.

Once upon a time, a very eminent American newspaper referred to an eminent American candidate, as "a good man, who weighs 260 pounds."

This characterization, while not complete in the way of description, was full of suggestion. It calls to our mind the fact that each copy of our Hardware Association issue of April 10, 1898, was a fine specimen of newspaper work, and weighed two pounds and three ounces!

The many congratulations which have been extended us from all quarters, personally and by mail—a few of which we reproduce elsewhere—have fortified us in the pleasant belief that that number was the largest, handsomest and most valuable specimen of a trade journal ever issued—especially in connection with the great industry which we represent.

These are strong words, but we believe that a careful examination of the number referred to will show that they are entirely justisfied. The theme was exceptional in its character and importance. For the first time since their organization, the records of the various great and small Hardware Clubs and Associations of the United States and Canada, were gathered and presented in a compact form, and in such manner that they can be laid away for future examination and reference. We feel entirely satisfied with the manner in which this work was done, and can say this without incurring the charge of lack of modesty, as this work was largely performed, as a willing and patriotic service, by the various representative officers of these associations. In almost every case, our request for information was gladly complied with, and an examination of the number referred to will show the labor and care expended by these various officers in the compilation of the records of the Associations in which they are especially interested.

The preparation of a number containing one hundred and ninety pages, filled with illustrations, choice reading matter, colored insets and a great deal of special advertising, entailed a large amount of labor and expense, all of which were cheerfully furnished and, in view of the results, have become matters of satisfaction to those who are entrusted with the welfare of *Hardware*. We feel that in this number we have

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demonstrated to the trade everywhere, that *Hardware* is at the service of that trade in any possible way; and we also feel and know that any effort or enterprise put forth in the preparation of a special of this character, is ably, warmly and patriotically aided and seconded by all, within the trade and without, who can in any way contribute to its success.

At Last.

Resulting from the measures before Congress empowering the President to do as he deemed advisable, has made necessary the presentation of an ultimatum to Spain, and the promulgation of a policy of intervention which we hope will bring a lasting peace through force of arms, and create a rehabilitated and stable government, where now is a state of desolation only.

The long-expected message was a firm and temperate document with a purpose back of it, from the assertion of which the President has not swerved a hair's breadth since the agitation started. For the last half century in Cuba, one insurrection after another, at varying intervals, has kept that fruitful island in a state of turmoil and unproductiveness, which reached its climax in the methods adopted by the butcher Weyler in a policy of devastation and reconcentration toward the Cubans, the destruction of the *Maine* being a natural corollary.

Congress, when presented with the facts in the case, as announced in the message, were not so ready with a remedy as their previous discussions had led one to expect. They saw at last the great and serious responsibility involved in a crisis such as now confronted the nation, and that a single false step from that prudent and dignified regard for the national honor, would ruin our cause before the nations of the world, and hold us up to ridicule instead of respect.

We know now that the horrors of this uncivilized warfare upon the unfortunate Cubans must stop, and if our efforts result in the pacification of the contending forces in Cuba, the termination of hostilities between the government of Spain and the people of Cuba may, under our auspices, result in the establishment of a government upon that island worthy of our sympathies and entitled to our earnest support and encouragement.

May It Be Brief.

It is a very natural conclusion to come to, that the relations existing between the United States and Spain at the present time, must operate adversely in reference to our foreign trade, now so largely established after continued expenditure and persistent effort. This apprehension would cause us to hope that the struggle between the two countries would be short, sharp and decisive. The steady increase in our exports is of a most encouraging character, being for the nine months of the present fiscal year in excess of our imports, an amount approximating $471,000,000, and this was an increase compared with the corresponding period of the last fiscal year, of over $147,500,000. Taking the month of March, for example, the total exports for the month were valued at $112,817,863; which represents an increase of over $25 500,000, compared with March, 1897; while imports, by comparison, compared with March, 1897, amounting in value to $61,-507,437, was a decrease of over $14,800,000. In these statistics, it is also noted that the dutiable exceeded the duty-free imports for the month by over $8,000,000. In the corresponding month of 1897, the non-dutiable exceeded the dutiable imports by over $5,800,000.

This is a very gratifying condition of affairs, viewed from a national standpoint, as affecting our crop markets and the placing of our manufactured products, which last show a gradually expanding ratio of importance. These relative results, a change in which may be apprehended by a state of war between Spain and the United States, were evidently the cause of much anxious consideration on the part of the administration, to which possibly some of the diplomatic delay may be traced. Let us repeat the hope that the settlement of the Cuban controversy, now left to the arbitrament of war, shall be short, sharp and decisive.

"I Represent The Stanley Works."

A beautiful and attractive daughter of New England—as all daughters of New England are attractive and beautiful—employs the above words in presenting the claims of the Stanley Works, with factories at New Britain, Conn., and offices at No. 79 Chambers Street, New York.

This is not intended in a literal sense. The young lady in question, dressed in a modest and yet attractive manner, looks forth from the pages of one of the handsomest and most artistic monographs it has ever been our pleasure to examine.

To quote from the young lady's opening salutation: "If you have a few moments to spare, I should like to call your attention to the merits of some of the goods we manufacture. I am sure that what I have to say will be of interest and value to you."

On the next page, we meet the same attractive damsel, in full length portrait, and with finger upraised in an argumentative manner. "I would have you notice," she is saying, "in the first place, this wrought steel butt-hinge with ball-bearing washers. It is absolutely without a rival for the hanging of heavy doors, and being patented, it is manufactured by the Stanley Works only. Time will permit me to mention but a few of its many advantages."

We meet her several times in the course of these pages, always bright and attractive, and always saying the right thing in the right manner, concerning the products of the Stanley Works. It may be said in passing, that were this young lady in person to travel throughout the length of the land, selling Stanley goods, the factories would have to be enlarged, not only by the addition of that proposed plant in the West, but by others in various sections of the Union. The final and closing scene of this little drama in the way of Hardware goods, shows her, with satchel and jacket, preparing to depart, and we hear her farewell words: "And now I must say good-bye. I hope I haven't taken up too much of your time. Remember that we will be glad to send you at any time our complete catalogue and samples of our goods."

In addition to the portraits above referred to, and the arguments which accompany them, are illustrations of the products of this company, and of some of the leading buildings of the United States in which these are used. All these illustrations are in half tone, on elegant paper, with the cover in colors, upon which the Muse of History is depicted, reading from a book which resembles a Stanley hinge, under which is this quotation: "Report me and my cause aright to the unsatisfied."

We have endeavored to follow this injunction, in this brief sketch of an artistic little work, but cannot carry it out to the fullest extent, because we do not believe that, when Stanley goods are concerned, there are any unsatisfied patrons to be found.

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Mr. McKee Returns from Abroad.

Mr. Russell W. McKee, the senior partner of the old established firm of Bruce & Cook, has just returned from abroad, having been absent for 63 days on a comprehensive vacation trip to the Mediterranean and the Orient.

Accompanied by his family, Mr. McKee left New York on Saturday, February 5th, on the North German Lloyd S. S. *Aller*, which was specially chartered for the cruise, with a list of excursionists numbering over 330, which included thirty-five clergymen, bound for Gibraltar, Malaga, Granada, the Alhambra, Algiers, Naples, Pompeii, Malta, Alexandria, Cairo, the Pyramids, Jaffa, Jerusalem, Bethlehem, Bethany, Caifa, Mt. Carmel, Constantinople, Athens and many other points of interest.

An interesting episode occurred upon the eve of his departure. His old friend, Mr. O. B. Lewis, who has long been identified with Calvary Baptist Church, Brooklyn, N. Y., meeting him on the pier, handed him in a morocco case, a pair of silk American flags, which he entrusted to his care, and after stating his personal regret at being unable to accompany the party, asked Mr. McKee to unfurl the flags and place them in contact with every point of interest on the trip, especially in Palestine, and upon his return, to kindly accept one of them for his own use and exhibition, while the other he desired returned to the donor himself, confessing that the associations connected with this souvenir would cause it to be regarded as among his choicest treasures.

Leaving New York on February 5th, they passed through the Azores on February 12th and reached Gibraltar on the morning of the 15th. In the afternoon entering the Mediterranean, the most interesting part of the trip commenced and sight seeing began in earnest.

The most interesting part of the whole journey was the trip from Jerusalem to Samaria and Galilee, which it was necessary for the entire party, consisting of fifty-five excursionists, who were interested in it, to take upon horseback, there being no carriage road and 130 miles to be covered. Six days were allowed for this detour, which extended from Jerusalem to Caifa, and included Beth-el, Jacobs' Well, Samaria, Lake Galilee, Nazareth, etc., a long rest being always made at noon to make easy the fatigue of traveling in this slow manner. Mr. McKee states that on one day he passed 10 hours in the saddle, which speaks well for a good traveler.

The cruise was taken by Mr. McKee especially as a health and pleasure trip, in which leaving New York, with its rough storms, snow falls and all the attributes of winter, the journey of over 13,000 miles was continued through milder latitudes where the countries named were found richly clothed in luxuriant foliage with fragrant flowers in full bloom and all nature wearing her most rejoicing smile and brightest garb. It proved a short season of the most delightful rest, well earned, from the engrossing cares of an expanding business. The constantly changing scenes and surroundings of this memorable trip proved to Mr. McKee and family as restful and interesting as they were enjoyable and instructive. The trip, which proved an extremely interesting and instructive one, was under the management of Frank C. Clark, of New York, who was fully competent to do justice to the occasion, having been a vice consul at Jerusalem and a resident of Palestine for twenty years.

Corner Man and Graphite.

"The Man in the Corner" of the W. Bingham Co., Cleveland, Ohio, sings in this strain the praises of graphite: "This month I sing a song of graphite, universally used and playing no small part in the arts of peace and war. It is graphite that protects gunpowder from dampness and gives its gloss to shot; supplants other minerals in paint and polishes the kitchen range; lubricates bearings of machinery and speeds the bicycle; displaces silver in the photograph gallery and greases the hubs of wagons; is made into crucibles for the smelting of metals and adds to the life of leather belting; cools the heated journals of locomotive bearings and covers the bottoms of racing yachts —and last, but by no means least, makes its mark in the form of a lead pencil. For all these purposes, the Jos. Dixon Crucible Co., of Jersey City, N. J., furnish it. They own extensive mines at Ticonderoga, N. Y., famed for the excellence of their product, and have harnessed the water power of Lake George to their big mills in which the graphite is put through a series of operations upon a scientific basis for reducing it to the various marketable forms; where it is tested and assorted, sized and dressed, air floated and levigated, vexed with much cleansing from impurities and finally presented to the purchasing public in attractive shapes. These people make over 500 styles of pencils, with ten different grades of hardness. They make special pencils to suit special professional needs—artists and editors, car inspectors and carpenters, drawing classes and metal workers, tailors and stenographers—as well as you and I and the other sixty million people who use this humble adjunct of civilization and have our own particular ideas as to just what constitutes the best thing in a lead pencil. The Dixon brand covers an assortment of grades, sizes and kinds that will enable all of us to find just what we want, and will permit you to satisfy your entire trade without putting in a pencil of any other manufacture."

New Members of Hardware Club.

At a meeting of the board of governors of the Hardware Club of New York held on April 14th, the following gentlemen were unanimously elected to membership in the club:

Hall E. Derrick, No. 135 Tribune Building.
J. Remsen Bennett, No. 311 Broadway.
M. C. G. Witte, No. 311 Broadway.
Elbert H. Baker, No. 48 Tribune Building.
Willard M. Spear, No. 445 Pearl Street.
W. Van Benthuysen, World Building.
H. M. Sadler, Jr., No. 9 Murray Street.
Abram C. Denman, No. 85 John Street.
John W. Greene, No. 17 Murray Street.
Albert E. Duncan, No. 79 Chambers Street.
Robert W. Lesley, No. 22 S. 15th Street, Philadelphia.
John T. McRoy, Chicago.
Irvin E. Rockwell, No. 51 La Salle Street, Chicago.
Nelson A. Gladding, Indianapolis.

The standing committees for the coming year, which were announced by president Peter McCartee, are as follows:

Admissions: George H. Sargent, chairman; Edward C. Van Glahn, Alfred D. Clinch, Richard R. Williams, Robert H. Swayze.

Finance: Webster R. Walkley, chairman; George J. Laighton, Mortimer C. Ogden.

House: Eugene Bissell, chairman; James D. Foot, Arthur G. Sherman, Edward C. Van Glahn, J. Leonard Varick.

Library: Richard R. Williams, chairman; Thomas F. Keating, James H. Kennedy.

The depth of the Atlantic between the Canary Islands and the West Indies is something awful. A pretty level bottom runs right away from the African Islands to the American ones, gradually deepening to nearly 19,000 feet. At this spot we might sink the highest point of the Alps and still have nearly half a mile of sea-water covering it.

Gunpowder dates from A. D. 346, while smokeless gunpowder dates back to 1845.

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A Card From the De Haven Mfg. Co.

Editor Hardware: We notice in your issue of April 10, 1898, an advertisement by one of our competitors, which purports to be an extract from an order or decree of the Circuit Court, and having attached to it an affidavit made by the president of the company printing it, which is intended to give the impression that this order or decree was issued against us on our Improved "Trojan" Box Straps, in February, 1898, or anything else we make. In justice to ourselves and the trade, we are obliged to protest against such methods of advertising as this, and assure our numerous customers and the trade generally, that *no decree or order* has been issued against our manufacturing our Improved "Trojan" Strap, which is a strip of 300 feet in length without a rivet, and an invention of our own, and is the only strap we have made or sold for the last two years.

From the high position occupied by your paper in the trade, the esteem in which it is held generally, and the known careful manner in which it is managed, we feel assured that you have been misled in allowing this advertisement to be inserted in your publication, and that the misleading character of this advertisement having been brought to your attention, you will, as a matter of justice to yourself and of fair dealing to the trade generally, which relies upon the good faith and accuracy of your paper, do what you can to place this matter before your readers in its true light, and thus rectify the wrong done us by the printing of the advertisement referred to, in your earlier issues.

Respectfully,

The De Haven Mfg. Co.

Brooklyn, N. Y., April 16, 1898. H. De Haven, Proprietor.

Association Work in Jersey.

Editor Hardware: I regret that I could not give you detailed information in regard to the Hardware & Stove Dealers' Association, as it was so long ago that I have forgotten them. My firm has been identified in the past twelve or thirteen years with nearly every kindred association that included Jersey City merchants engaged in our lines of business. The Hardware & Stove Dealers' Association included New York, Brooklyn, Jersey City and Hoboken, with no restrictions on dealers of surrounding cities. As I remember the facts, Mr. Stantial, of Waring & Stantial, on Third Avenue, New York, was particularly active in the matter, and aside from Mr. Vanderbilt, probably did more work than any other member. The Association was admitted to be an urgent necessity, but failed to accomplish more than the establishment of ties of friendship among its active members.

At present my firm are members of the Merchants' Protective Association of Hudson County and the Master Plumbers' Association of Jersey City. These are not distinctively Hardware Associations, but as many dealers are members of them, perhaps you would like some information in regard to them. The M. P. A. was started over nine years ago with about twenty-five members; to-day it numbers about three hundred. All reputable merchants are eligible to membership. The principal objects are promotion of good will among members and protection from dead beats, of which there are over 3000 names on the Black List. James Newton, of Newark Avenue and Seventh Street, is the efficient secretary. A few of the Hardware members are Wood & Menagh, W.H. Dickinson & Co., J. Ringle & Son, M. Courain, John W. Laws and others.

The Association is an example of what combined individual effort will accomplish in furthering an object of common interest to all concerned. Each member is a committee of one on new members. Social intercourse is promoted and restraints and barriers between rival merchants are broken through.

The M. P. A. has had as presidents an insurance agent, a saddler, a grocer, a Hardwareman and plumber, and at present a butcher, Jas. T. Gough, of Grove Street.

The Master Plumbers' Association was organized about three years ago. John McDonald is the present president. The direct benefits of this Association are not so noticeable as in the M. P. A., but one result, namely, the engendering a better feeling among the master plumbers, is worth far more than the cost of membership. The Association is a part of the National Association and partakes of all the benefits that strong body is able to confer.

Both of the above named Associations were organized and are now being carried forward, quietly but energetically. There is a movement under way to try and increase the membership of the M. P. A. to 500.

I would take this opportunity to express the interest and pleasure I find in reading *Hardware*. The articles are clear and crisp. The opinions from representative merchants are pertinent and instructive, and form a desirable part of your paper. The editorials and market quotations are full of information, and, in fact, there is seldom a sentence from cover to cover that is not the correct one and in its right place. Yours truly,

Robert Anderson,

Jersey City, N. J. Trustee M. P. A.

Golf Goods Ready.

The Bridgeport Gun Implement Co. now have their golf department in full running order, under the able supervision of John D. Dunn, a member of the famous golf family. The marvelous growth of the game in popularity, and the formation not only of numerous private clubs, but also of public courses, has necessarily increased the demand for golf goods throughout the country. Many Hardware and sporting goods dealers have commenced to handle these goods in connection with their other business with very satisfactory results.

The Bridgeport Gun Implement Co., New York office, No. 313 Broadway, will furnish prices and quotations on their full line upon application.

A correspondent of *Hardware* writes us that he is "the inventor of a mouse trap which can be converted into a rat trap, which can be put upon the market together or separately." He has a rough model, which works automatically and successfully, and as the trap is constructed mostly of wood, can be manufactured economically. He would like to place this in the hands of some legitimate manufacturer in some form or another, by which it can be properly placed upon the market. Any communication concerning this addressed "Rat Trap," care of *Hardware*, will be forwarded to the gentleman referred to, and communication thereby opened.

E. T. Barnum, so long and well known as a manufacturer of wire work and iron work, in Detroit, Mich., informs a correspondent of *Hardware* that his business for 1898, up to April 1st, is almost double what it was during the corresponding period of 1897. This certainly does not suggest hard times in the West.

J. Jones & Son announce a new stock and a large assortment at manufacturers' prices, at their new quarters, No. 64 Cortlandt Street, New York, which they will occupy about May 1st, making use of the entire building. Their specialties are electrical supplies of all kinds.

The largest standing army is that of Russia, 800,000 men; the next in size that of Germany, 592,000; the third that of France, 555 000; the fourth, Austria, 323,000; after which come Italy, with 255,000; Britain, with 210,000; Turkey, with 160,000; and Spain with 145,000.

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SOME BIRTHDAY CONGRATULATIONS.

J. A. Warner, Wyeth Hardware & Mfg. Co., St. Joseph, Mo: The anniversary number of *Hardware* has just reached me, and you are certainly to be congratulated upon having brought out the most artistic Hardware journal that I have ever seen. In addition to this it is "chuck full" of interesting matter from "kiver to kiver," as our friend Stuart Robson would express it. Again I congratulate you, with best wishes for the continued success of *Hardware*.

Richard W. Montross, Wolverine Handle Factory, Galien, Mich.: It must be admitted that the publication of your April 10th issue, is a great credit to your enterprise.

O. V. Dodge, secretary Kansas City V. I. & H. Club, Kansas City, Mo.: Your Eighth anniversary number at hand. You have reason to be proud of it.

The *Age of Steel*, St. Louis, Mo.: *Hardware*, the energetic and successful Hardware paper of New York, comes out with an Eighth Anniversary Number that is a credit to American trade journalism, as well as to itself. It has a beautiful illuminated cover, is printed faultlessly, is profusely pictorial, and, as showing its hold on the gentlemen of the Hardware trade, it contains 188 pages. A special feature is portraits of the presidents of the various Hardware associations of the country, beginning with the Ohio Hardware Association. The great Hardware Club of New York city is given special prominence. All branches of the country are represented, North, South, East and West, so that if the readers of *The Age of Steel* wish to become acquainted with live Hardwaremen generally all they have to do is to glance through *Hardware's* portrait gallery.

T. James Fernley, secretary-treasurer National Hardware Association, Philadelphia: I want to congratulate you on your Anniversary number. I had no conception of what you proposed—indeed was very much surprised and gratified at the appearance of the paper. It certainly contains information which will be of great value from a historical standpoint to the dealers in Hardware for all generations to come, and should be carefully preserved. If opportunity presents itself, I wish you would convey my congratulations to any who may have assisted you in this most successful undertaking.

H. S. Blossom, secretary of The W. Bingham Co., Cleveland, Ohio: We wish to acknowledge receipt of the beautiful edition of *Hardware* which was sent out on your Eighth Anniversary. It is the handsomest edition of a Hardware paper we have ever seen, and is a very fit exponent of the wonderful progress you have made within the past eight years. We offer our hearty congratulations and best wishes for your continued prosperity.

The Ohio Merchant, Cleveland, Ohio: The *Hardware* Publishing Co. issued, April 10, their Eighth Anniversary Number of 188 pages, which is a gem. It is devoted largely to association work and its manifold advantages, and *The Ohio Merchant* will be pleased to reproduce some of its timely suggestions later on, when space will permit.

The *American Grocer*, New York: *Hardware* celebrates its eighth anniversary with an issue of 188 pages, in colored cover printed in red and black, and designated the "Hardware Association Number." It is a remarkable publication, in that it demonstrates the cordial good will and generous support and recognition by the Hardware trade of a thoroughly independent and useful trade journal. Almost every prominent manufacturer is represented in this number, which contains a history of the various Hardware associations, the Hardware Club, and *Hardware*, established by the late and lamented Archibald Paull Mitchell. The editor, James H. Kennedy, and associates, deserve great credit for the zeal and ability shown in making *Hardware* an exponent of the trade. Mr. Kennedy is noted for his public spirit and enterprise in organization work, which has won for him and the journal he represents the full recognition of Hardware interests. We congratulate our esteemed contemporary upon its marked success, and wish for it continued growth and prosperity.

G. W. Barnett, president Southern Hardware Jobbers' Association, Montgomery, Ala.: Your anniversary number of *Hardware* came duly to hand, and we must say that you have certainly made a great success of this edition. It is well gotten up, and contains information of great value to the trade.

New York Belting & Packing Co., New York: Your anniversary number has just reached us, and it is certainly handsomely gotten up. The fine paper used has brought out all the cuts remarkably well, and we are particularly pleased with the appearance of our advertisement.

C. B. Lockwood, Lockwood-Taylor Hardware Co., Cleveland, O.: We congratulate you on the splendid appearance of your Association number. It was happily conceived and grandly executed, and will give *Hardware* a permanent place in the regard of both retailers and jobbers.

Steimer & Moore Mfg. Co., Westfield, Mass.: We congratulate you on your success.

Bissell Carpet Sweeper Co.. New York and Grand Rapids: We beg to tender you our hearty congratulations upon the success of your efforts, in producing such an elegant effect as that shown in your Anniversary Number just issued. It is certainly one of the most effective productions of trade journalism that has yet been brought to our notice. We wish for you and your journal continued success in its unlimited field of work.

Merrill Watson, New York Expanded Metal Co., New York: I take this early opportunity to congratulate you most heartily, on the Hardware Association Number of your paper, which has just been issued, in celebration of the Eighth Anniversary of your publication. The special news topic which you selected was most happy, and on it you have furnished a valuable chapter of lasting worth. It is certainly of great permanent interest to have presented in the concise form which you have done, the splendid work which the various associations have accomplished in the unification of the entire Hardware fraternity. It is a clear exemplification of the just and righteous purposes of all commercial interests. In all that relates to the literary and mechanical production of a trade journal, your issue cannot be excelled.

Heber Wells, New York: Your very attractive issue of the 10th inst. is at hand, and I commend your enterprise in such times as these.

E. Bertram Pike, Pike Mfg. Co., Pike Station, N. H.: Allow us to congratulate you on the very beautiful edition of *Hardware*, issued in commemoration of your eighth an-

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niversary. Possibly our friends in trade journalism might not accept our opinion as unbiased, should we tell them that we consider your April number the best of the kind we have ever seen, but we can make the assertion in all truth.

Henry C. Minnie, secretary Michigan Hardware Association, Eaton Rapids, Mich.: The last issue of *Hardware* was immense.

James H. Ritter, Biddle Hardware Co., Philadelphia, Pa.: Allow me to tender my congratulations upon the superb number of *Hardware* issued on the 10th. It is certainly one of the finest examples of magazine topography I have ever seen. In fact, I think the illustrations of files and some other detail work, are the best I have ever seen in a trade paper, and you are certainly to be congratulated upon your successful effort. Best wishes for the succeeding prosperity of *Hardware*.

Boston Belting Co., Boston, Mass.: Your special issue was a very attractive number, and we desire to congratulate you upon its size, also upon its excellent appearance.

History of Weights and Measures.

The jewelers of the Middle Ages used in their delicate scales the hard brown seeds of the Moorish carob tree (*Ceratonia siliqua*), and the weight of diamonds is still reckoned by carats, each carat being equal to three and one-sixteenth grains of troy. The earliest attempt to regulate British weights and measures appears to have been suggested by this example. In 1266 it was declared by statute that "an England penny, called a sterling, round and without any dipping, shall weigh thirty-two wheat corns in the midst of the ear; and twenty pence do make an ounce, and one hundred and twelve ounces one pound; and eight pound do make a gallon of wine and eight gallons of wine do make a London bushel, which is an eighth part of a quarter." We have here the basis of the British system of reckoning as it survives to-day—the grain, pennyweight, ounce, pound, gallon, bushel and ton, two hundred and forty silver pence to a pound sterling. The British gallon is still used for both dry and liquid measure.

In 1324 the measures of length were defined by a similar statute providing that "three barleycorns, round and dry, laid end to end," shall make one inch, twelve inches a foot, and three feet a yard.

The thirty-two wheat corns, adopted as the basis of the British system, appear to have weighed twenty-two and a half grains troy; so that the pound of 1266 was equal to 5400 grains troy. This is the old Saxon pound. The pound troy (pound "du roy") is the Roman pound, and was doubtless in use simultaneous with the Saxon pound for hundreds of years, but it is first mentioned in the statutes in 1414 and was ordained as the standard weight for gold and silver in 1527. As twenty-four grains make a pennyweight troy, the new pound contained 5760 grains, exceeding the old weight by three hundred and sixty grains, or three-quarters of an ounce.

The strict pound of twelve ounces was used only in weighing the precious metals, and, with different subdivisions, for the costly drugs and medicines dealt out by apothecaries. For heavy goods, "avoirs du poids," a more liberal measure, was given, like the baker's dozen, and fifteen ounces was called a pound. In the same way twenty-eight pound was called a quarter, and one hundred and twelve pounds a hundredweight, allowance being made for waste or wrappings. The increase of the pennyweight to twenty-four grains in 1527 raised the value of the ounce to four hundred and eighty grains; and accordingly, the pound of commerce, containing fifteen ounces, was raised to 7200 grains. As two hundred and fifty grains of wine was reckoned equal to a cubic inch, the gallon containing eight of these pounds, or 57,600 grains, had a capacity of two hundred and thirty and four-tenths, or in even numbers two hundred and thirty-one cubic inches. This is the wine gallon now in use in the United States. The ale or beer gallon, of two hundred and eighty-two cubic inches, was originally a measure containing eight pounds of wheat at two hundred and four grains to the cubic inch.

The name "avoirdupois" was transferred at a very early date from the heavy goods which it indicated, to the system by which they were weighed. It occurs first in the statutes of 1335 and 1352. The early pound of fifteen ounces of four hundred and fifty grains each—6750 grains—was raised by law, as has been shown, to 7200 grains, making sixteen of the old ounces. In practice, however, the pounds seem to have fallen below the standard to about 7000 grains, and this weight was finally declared to be a pound avoirdupois, the avoirdupois or sixteenth of the pound, being thus reduced to four hundred and thirty-seven and a half grains.—*China, Glass and Lamps.*

The English Iron Industry of Two and a Quarter Centuries Ago.

In a very quaint and curious volume published in 1673 at the *Star*, next to Serjeant's Inn, in Chancery Lane, London, and entitled "England's Improvement Revived in a Treatisè of All Manners of Husbandry and Trade by Land and Sea," by "John Smith, gent.," I find the following interesting observations on the then consumption of charcoal in the iron trade of Sussex, which had at that time a larger number of forges than any county of England:

Much it is to be lamented that the Devastation of woods threatens a grievous weakening to this Kingdom; such a pestilent heat, issueth out of the many forges and furnaces for the making of Iron as hath Devoured many famous woods, and by credible Report there hath been lately in *Sussex* above 130 Hammers and Furnaces for Iron, the hammers and furnaces spending each of them, in every 24 hours, three or 4 loade of charcole more or less, which in a yeare, amounteth unto an infinite quantitie, but because for lack of Water in the summer to blow their Bellowes, all of them cannot work the whole year, we cannot give an account so exactly, yet a probable Estimate we may make how many load of Coale, all the said Hammers and Furnaces may expend in one Yeare; and to that end we shall suppose that one time with another they may all work two-third parts of the year, which is 243 dayes 8 howrs: Each day containing 24 hours, or day and Night; and because all Hammers and Furnaces spend not a like quantity of Coale, we shall therefore take or compute the least or smallest number for all, which is 3 loade of Coale in 24 hours for each furnace and Hammer: Then there is spent in the 243 Dayes 8 hours 1,460 Load by one furnace and Hammer, which amounts unto for the 130 Hammers and Furnaces 94,900 Load in one yeare; Now if there were so many loade spent in one County, it is an unknown quantity that hath been spent throughout England. —*Iron and Coal Trades Review.*

Miller, Sloss & Scott announce that on and after April 23d, their New York office address will be rooms Nos. 115-119 Gerken Building, corner Chambers Street and West Broadway.

The total forest area of the United States is estimated at round 495,000,000 acres, or twenty-six per cent. of total area. Alaska and Indian reservations not included.

Temper largely determines a man's possibility for success in life as well as a sword blade's utility.—*Exchange.*

Icebergs sometimes last for two hundred years.

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RECENT TRADE PUBLICATIONS.

The Estate of P. D. Beckwith, Dowagiac, Mich., have issued for the benefit of the Hardware and stove trade two handsome catalogues, one of which is labeled the "Round Oak Furnace," and the other "All About Round Oak Steel Ranges." The motto on the first is that "the Round Oak furnace is just as good a furnace as the Round Oak is a stove;" and the motto upon the other is that "the words Round Oak on a stove, furnace or range mean standard of America." Both of these publications are thoroughly illustrated, showing these articles in their various shapes and sizes, etc. In a note of introduction to the publication first named, the manufacturers say: "In every heating apparatus there must exist a nice proportion of its various parts. The grate surface must be neither too small nor too large for the heating surface. The combustion chamber should be large enough to allow the thorough admixture of the products of combustion, as such an admixture results in a highly inflammable gas, which is instantly ignited, producing intense heat, instead of passing out of the smoke flue unconsumed, and thus wasting a large percentage of the most valuable part of the fuel. Further, said apparatus should be provided with heating surface sufficient to absorb the greatest possible amount of heat from the fuel, allowing only such a quantity to escape as will be sufficient to warm up the chimney flue, so as to produce the requisite draft through the apparatus. After the most careful and comprehensive tests, coupled with years of experience in building heaters, we boldly assert that we have in the Round Oak Furnace a heater which combines all of the good points just enumerated, and our success in this line proves that our furnace occupies a position unique among furnaces, such as the Round Oak Stove holds among stoves—the first place." In reference to the Round Oak Steel Ranges the following points are made: "The ability of the Beckwith Estate to produce the highest class of stove construction has never been more conclusively proven than in the new Round Oak Steel Range. It is a marvel of tight fitting, high-class material and ornamentation. Perfect fitting is as essential to a range as to a heating stove. It saves fuel, which in time will pay for the range. It saves labor, a most desirable feature. It holds the fire and saves the range, because there is no leakage of cold air around every cover, door and draft, making it necessary to constantly force the fire. No detail of fitting is neglected. The doors are ground on and fastened with a Round Oak latch; the draft slide is adjusted air-tight; the covers are turned in a lathe and the cover seats are ground out true, preventing the usual leakage of air into the top of the range. The grates are the newest and best, and can be quickly taken out without disturbing the fire-back or front, and no amount of use can prevent easy removal, on account of expansion, a very valuable feature, on which patents have been applied for. The reservoir is extra large (twelve gallons), and can be quickly heated with a little fire. Particular attention has been given to insulating the oven, and the most perfect work is guaranteed with much less than the usual amount of fuel. The ornamentation is massive and handsome, and so designed as to insure cleanliness and durability."

The Warner Elevator Mfg. Co., Cincinnati, Ohio, have spared neither pains nor money in the preparation of a very attractive catalogue of their High-Grade Elevators covering electric, hydraulic, steam, gas engine and hand power, used for both passengers and freight. This catalogue is finely printed upon heavy paper, showing the various styles of elevator in an attractive manner, with complete descriptions opposite each illustration. This company was incorporated in 1887 as the successor to the old firm of Warren Warner, whose name has been associated with the manufacturing industries of Cincinnati since 1835. In regard to the company and its successor in this line, the catalogue says: "In 1860 Mr. Warner commenced the exclusive manufacture of elevators and hoisting machinery. He built in 1865 the first hydraulic elevator constructed in America, and after building the machine it consumed several months of hard work and persuasion to obtain water from the street mains to try the invention. Cincinnati is, therefore, the American home of the hydraulic elevator. The great number of hydraulic elevators now in use in the United States stands as evidence of the success of his invention, while the growth of our business is evidence of the success we have attained in this line of manufacture, and we can justly claim to be one of the largest exclusive Elevator Companies in the West. Our plant is located on a three-acre tract of ground, on one of the widest streets in Cincinnati. Our large and commodious factory is equipped with the latest improved machinery designed especially for the construction of elevators. All the directors, and most of the executive force of the present company, were engaged with the original proprietor and his successors, some commencing as apprentice boys, and, by their steady application to business, their mechanical skill and genius, are now commanding the different branches of our establishment. This, together with our large force of thoroughly drilled, skilled mechanics, our valuable patents and our continued energy and ambition to keep up with the demand of the times, enables us to turn out our Warner Standard Safety Elevators as cheap as any other first-class elevators on the market."

The Whitman & Barnes Mfg. Co., Akron, Ohio, have published an attractive little catalogue of their Rubber Vehicle Tires, showing the parts in full, with descriptions thereof, and prices annexed. This also shows their Rubber Pad Horse Shoe and the Gibbs Rubber Cushion Horse Shoe. In a note to the trade the manufacturers say: "Parts: Rubber. This consists of a base or cushion applied under tension and a tread or wearing part applied under compression, the tread being capable of renewal when worn down to the channel, without expense of renewing the base. We manufacture our own rubber, of a quality which gives very much greater lasting and wearing power than is true of any other compound ever used. Cement. To insure the best results we use special cement in cementing the base to the channel and the tread to the base. Channel. A channel of careful design, correct proportion, proper material, skilfully made, tried and found best in service. Compression. By applying the tire in two parts, that is, by first applying the base to the channel and then applying the tread portion to the base, cementing the two together (bringing two rubber surfaces in contact), it is possible to use double the degree of compression in the tread than is possible with any other method, thereby insuring greater resistance to puncture and cuts and prolonging the life and wearing qualities of the tire. Wire. A wire with the minimum of stretch, accurate to gauge, of high tensile strength and proper carbon, selected after exhaustive tests. The peculiar construction of this tire permits the use of only one wire, an enormous advantage over any two-wire system

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when it is considered that the additional and unnecessary wire cuts away a considerable amount of rubber from the vital or bottom portion of the tire. The 'Easy' tire does not become loose and drop off in service, but is retained on the wheel until worn out."

The Storm Mfg. Co., foot of Centre Street, Newark, N. J., have published a circular describing and illustrating the Paragon Self-Retaining Dumb Waiters and Hand Elevators that were formerly made by the F. S. Hutchinson Co., of New York City, but are now manufactured solely by the Storm Mfg. Co. In regard to this purchase and these goods, they say: "Having purchased from F. S. Hutchinson Co. their dumb waiter and elevator business, we are now the sole makers of Paragon Dumb Waiters and hand power elevators. We have always considered the Paragon the best of its class, and are pleased to add it to our large line of machines. The Paragon is so constructed that it will hold the car stationary at any point, without use of brake or clamp rope. It works easily and with perfect safety, for the moment the operator ceases pulling the hand rope, either raising or lowering, the clutch will hold the car in its place. We are also the sole manufacturers of the well-known New York Safety and Manhattan Dumb Waiters, and Humphrey Hand Elevators, of which many thousands are in use all over the world. Also a full line of carriage and basement or sidewalk elevators, invalid lifts, etc. Freight and passenger, belt power and direct electric elevators a specialty."

The George H. Clowes Mfg. Co., Waterbury, Conn., have issued a large and small catalogue, showing the Calcium King Light for bicycles and carriages, which is illustrated and described in our department of specialties for this issue. These catalogues are handsomely printed in colors, giving testimonials, directions for use, terms, etc. Considerable artistic skill has been shown in the preparation. The lamp itself will also be found illustrated in the article referred to, with some special points in their card on page 34 of this issue. These catalogues will be sent on application.

The Troy Nickel Works, Albany, N.Y., are sending their friends a war circular, which, while touching upon the trouble with Spain in an interesting manner, brings out the fact prominently that Alaska, when applied to stove furniture, means "Always Cold."

The National Supply Co., Nos. 5–7 West Lombard Street, Baltimore, Md., have published a price list of furniture casters and light Hardware.

Iron Exports of Different Countries.

"We are now practically in possession of the definite statistics of the exports of iron and steel from the chief countries of the world in the year 1897," says the *Iron and Coal Trades Review*. "The most curious fact about the matter is that the exports of the United Kingdom have increased by almost as much as the exports of Germany have decreased, and that there has been a more limited amount of decrease in the exports of Belgium, coincidentally with a very material increase of output all along the line. The exports from the United States, on the other hand, have increased in a very material degree, alike in raw, semi-manufactured and finished products, while the French import trade has not undergone any very material change. The total exports for the twelve months of the three chief iron and steel exporting countries have been as follows:

	Tons. 1896.	Tons, 1897.	Tons, 1898.
The United Kingdom	3,550,398	3,691,005	140,667
Germany (11 months)	1,400,398	1.250,176	*150,762
Belgium	584,925	576,728	8,197

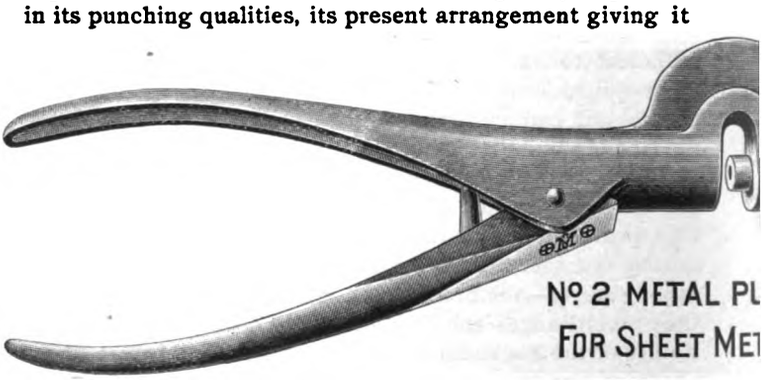
*Decrease.

"We do not consider that this record is by any means unfavorable for our own country. We not only continue to hold the largest share of the export trade in iron and steel, but we have improved our relative position in 1897 to a larger extent than any other country. There is, moreover, reason to believe—although the facts will not be available for some time to come—that we have made at least as much progress in our output of iron and steel as any other country has made during 1897. Our output of open-hearth steel has been phenomenal, and it would have been considerably larger but for the fact that the engineering dispute cast a shadow over the industrial situation generally. At the same time, it will be noted that the advances made by the United States have been extraordinary, and they attracted all the more attention that they have come from a source whence competition of the kind would not have been deemed possible only a few years ago.

"When we examine the details we find that our own country has made the largest advance in all in the exports of pig and railway iron, as we pointed out some weeks ago; and it is a feature upon which we may reflect with some concern that the advances made by our competitors have been chiefly in finished products. This has been more especially the case with the United States, although, of course, there has also been a considerably increased exportation of Southern pig iron."

Morrill's Metal Punch.

Charles Morrill, No. 35 Warren Street, New York, whose labor-saving specialties are of world-wide reputation, is finding great success this season in an increased distribution of his Improved Metal Punch, an illustration of which is presented herewith. The tool has been greatly improved in its punching qualities, its present arrangement giving it



much additional power, enabling it to punch soft metal with comparative ease from the thinnest up to 14 gauge. It is made in several sizes intended to punch holes varying from ⅛ to 5-16 of an inch in diameter in copper, brass, iron or steel. Punches of this description would seem to be indispensable to tinsmiths and other workers in sheet iron and metals, but would be found of great utility by all mechanics who require reliable, serviceable tools which, used with care and judgment, can be added to their kits with but very little outlay.

The longest commercial distance at which the long-distance telephone is now operated is from Boston to St. Louis, a distance of 1400 miles. This line is more than twice as long as any in Europe.

It is said by philologists that there are thirteen original languages, the Greek, Latin, German, Slavonic, Welsh, Biscayan, Irish, Albanian, Tartarian, Illyrian, Chaucin and Finnic.

It is estimated that the present wealth of the United States exceeds the wealth of the whole world at any period prior to the middle of the eighteenth century.

If you lose a customer, go out and try to find the cause, even if you cannot get the customer back.—*Exchange.*

One variety of the cricket has its ears in its hind legs.

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TOPICS BY THE WAY.

Editor Hardware: The business outlook at present is most encouraging. Not since '92 has the spring trade opened up with so large a volume, and so variegated a demand for staples and specialties. Things in other trade channels, cognate and non-cognate to ours, are not generally satisfactory, probably due to the unusually mild winter, but as regards the Hardware trade there is no room for complaint.

The opening of navigation will further influence activity at all the great lake centers, from Chicago down to Buffalo. If present rates are a criterion, then we shall certainly have a busy navigation season. The war scare, or war possibilities, may place a temporary embargo on certain transactions; at least, such is the attitude now. But there can not be a depression; conditions now developing in the market precluding such a contingency. Country merchants are buying freely in anticipation of big crops at good prices. Farmers are very confident, and the war contingency is only strengthening this feeling.

The bicycle trade is opening brightly. Shipments made thus far are 25 per cent. larger than for the same period last year. Both the $50 and $75 grades are well represented in these shipments. The only bad feature is the surplus of old-style wheels with which many dealers are loaded down, and to move which ruinous concessions are sometimes made. Not until these wheels are well bought up will there be a marked demand for '98 makes.

Dealers report an unusual demand for painters' materials. This augurs well; the incipient demand being so pronounced, only the best of results may be anticipated, the season once being well advanced. There has been a lull in this line for years, and country dealers have, therefore, bought sparingly. Such a casualty is therefore remote this season.

Quite in touch with this line is builders' and plumbers' Hardware and structural iron. The building season opened early, owing to the mild winter. The permits already recorded at Cleveland amount into the thousands. Old contractors hold the erection of new buildings this year will reach the top notch. The outlook in other Western cities, and in the country districts, which would affect the same line, is also very bright.

The windows of up-to-date dealers are now filled with the season's goods. Such displays include everything, from the carpet stretcher to the lawn mower, from the household refrigerator to the "bike." In fact, this is the season for variegated and effective displays, and every dealer ought to be intent upon bringing out the best results. A unique display came to my notice embraced a window transformed into a lawn. Soil had been spread and this had been sown to grass. The grass, which had grown a foot high, had been cut one width of the mower, and it was a clean cut, to be sure. Any prospective mower buyer would have certainly preferred this make to any other. The mower was the background attraction of this improvised lawn; the catcher attached to it was yet filled with the mown grass. A notice in the window guaranteed a limited quantity of the seed from which the "display" grass had been grown, gratis, to any buyer of the mower. The mower was decorated with a banner, inscribed with the text, "Don't be cruel to the grass; it looks so green and fresh."

Here's how an enterprising country dealer words his announcement: "A mild winter is generally productive of a busy fly season, and, according to old farmers, that's the outlook this year. I am prepared for it, and having the welfare of my fellow citizens at heart, I am also prepared for them. My line of fly nets and screens is now complete. Buy early, and avoid the flies."

Here's another: "Don't be a tool in another's hand. Own your tools, be they garden tools or field tools. We shall make it an object to you to own them, if the money problem stands in the way."

A dealer who specializes corrugated iron ware, has his window transformed into an interior aspect of a miniature store room. Sidings, ceilings, roof, in fact every evolution of the line had been employed in the construction. Colored prints, showing the picturesque and artistic effects which may be obtained by using this material were scattered about. Simple as it was, the display was the wonderment of thousands.

This is an ad., too: "The coming war with Spain will create war prices in powder, ammunition and arms. Having a large stock on hand, we are yet enabled to quote old prices. Remember, the sporting season isn't far off, and the money saved in buying now, may pay your way home in a palace car."

Efforts tending to organization of retail Hardwaremen's associations are being made everywhere. Most cities already have such associations. County associations, embracing the country merchants, is the object of the latest efforts. These are a great desideratum, for they will aid in educating the country trade and acquaint them with the progressive ideas and features of the age, to a degree, for discussion of mutual interests will always lead to good. Besides, the former dead-beat list has grown so large that organization seems the only solution.

Cleveland, O. J. B. RINDFLEISCH.

Experiments as to oil fuel with the torpedo boat *Stiletto* show it to be superior to coal in every way, particularly for small vessels, chief among the advantages being economy, ease of handling, reduced fireroom force, absence of waste, and higher calorific capacity. It was found in actual practice that the *Stiletto* ran twenty-eight miles on one ton of coal and fifty-six miles on one of oil. The oil runs from the dock into the bunkers, and thence to the fire by gravity alone, needing no handling. A distinct advantage lies in the ready removal of the oil burning appliance where oil is unobtainable, permitting the use of coal at any time.—*The Engineer, New York.*

The Berlin Iron Bridge Co., East Berlin, Conn., have just completed at Grand Avenue, New Haven, Conn., a steel bridge 427 feet in length, 52 feet in width, with one roadway and two sidewalks. The approaches on the bridge consist of two deck plate-girders. The draw-span is 200 feet in length and operated by electricity; the same means being employed for lighting the bridge throughout. The bridge is of very heavy construction, the roadway being paved with vitrified brick adapted to the heavy city traffic.

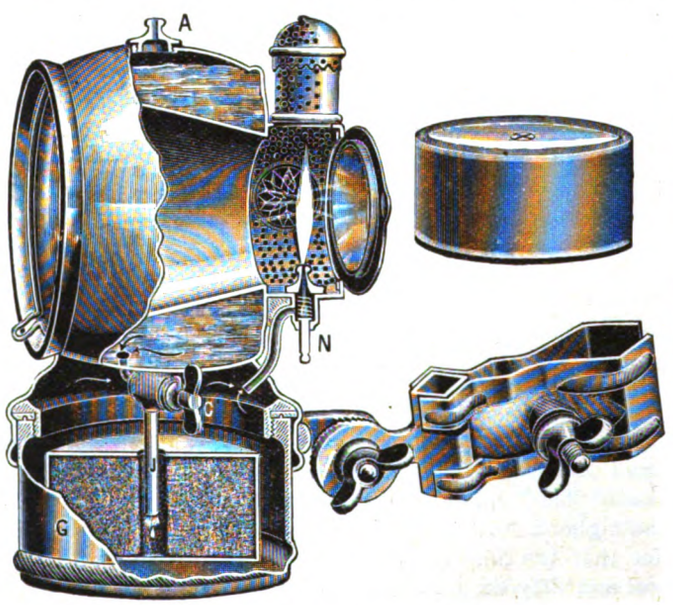
C. Trautman Co. have succeeded to the business, Hardware and manufacturers' supplies, of the late C. Trautman, deceased, at No. 1803 Carson Street, Pittsburg. The business will be continued with but little change from the policy of the late proprietor. H. P. Malick, manager for C. Trautman for the past eight years, continues manager for this company, of which he is a member.

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NEW GOODS AND SPECIALTIES.

New Acetylene Lamp.

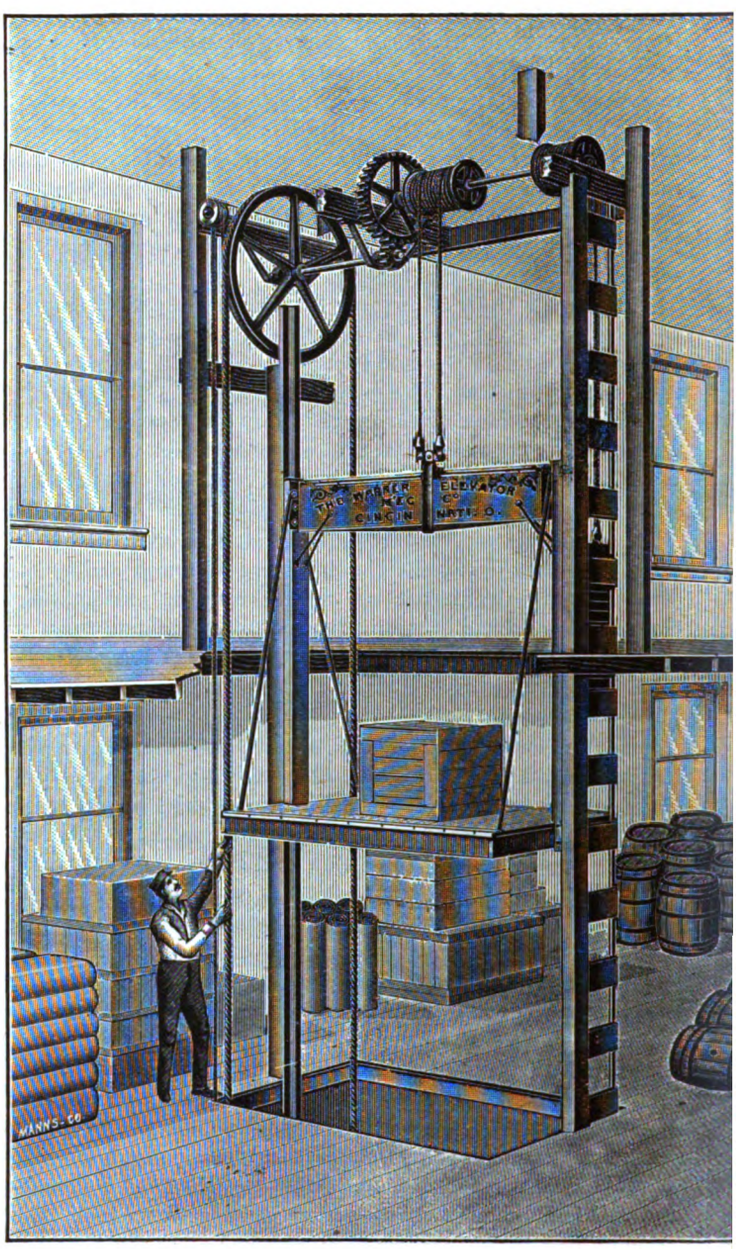
The Geo. H. Clowes Mfg. Co., Waterbury, Conn., are makers of the very compact and substantial Acetylene Gas Cycle Lamp illustrated herewith. The water reservoir surrounds the central portion of the lamp body, keeping it cool. It has a filling valve at the top and feeds from its bottom into the carbide cup. At the top of the dripping pipe is a valve operated by a thumb nut on the outside of the lamp body. The gas supply pipe runs to a burner at the rear of the lamp, where it is contained in a ventilated box, the rear end of which is hinged as a door and shaped to act as the reflector. This arrangement makes it easy to open the rear of the lamp for cleaning the reflector, etc. In the bracket which supports the gas jet is a spring retained needle point with a thumb piece at the bottom. By pressing upwards on this thumb piece the needle point is raised and forced up through the gas passage in the jet, cleaning it out and expelling the dirt upward clear out of the jet, thus preventing all possibility of the jet becoming clogged. A simple spring safety valve in the upper wall of the gas



tank, allows excessive gas to escape into the open air when the pressure reaches a certain point. The danger of explosion is accordingly eliminated. A double convex lense which is easily removable is fitted to the lamp in the approved fashion with a loose circular wire spring. In speaking of the merits of this lamp, the manufacturers say: "The Calcium King introduces new light for public consideration. It will not turn night into day, yet the fact that its rays penetrate the gloom nearly a mile away shows that it comes near enough to answer the purpose of the midnight rider. Its powerful light is as far in advance of kerosene and naphtha illumination as the average bicycle lamps are ahead of the lantern of Diogenes. In other words, the two rapid strides in lantern-light are from that of the ancient Greek philosopher to the common bicycle lantern—and now to the Calcium King."

Hand Power Elevator.

An easy running Hand Power Elevator is a source of great satisfaction when handling goods from one story to another, where a power machine cannot be employed. Here is a machine that is modern in construction, has all the safety appliances and the cost of same is comparatively low. The platform is entirely of hardwood and is provided with heavy cam safety device. Should the cables break the sharp cams are forced into the hardwood tracks, instantly locking the platform. The powerful screw brake attachment holds the load at any desired point. In order to make this elevator run light and easy, the manufacturers have provided the main bearings with anti-friction roller bearings The cables wind the heavy cast-iron drums



that are lathe chased. The heavy counterbalance counteracts the weight of the platform and winds on an independent drum. This machine is simple in construction and any good mechanic can erect it. This elevator is made by the Warner Elevator Mfg. Co., Cincinnati, Ohio, who will send full particulars on application.

The finished portion of the new Congressional Library at Washington has about forty-four miles of shelving, which will accommodate over two million volumes. The ultimate capacity of the building for books will be upward of four million five hundred thousand volumes, or nearly one hundred miles of shelving.

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Review of the Markets.

Hardware: The local trade have felt the prevalence of a less eager demand from buyers, resulting no doubt from too much attention being given to conflicting war news. Still, on comparison with the amount of business done in previous years, some degree of satisfaction is felt that a notable increase in volume of sales is apparent up to the present time.

Wire Nails: The conditions surrounding the market for wire nails have known but little in the way of change since our previous issue. Prices are still considered extremely low by the makers, and the trade awaits with considerable interest the initial announcement expected from the American Steel & Wire Co., which may possibly make the present competition less antagonistic, especially as the demand is not remarkably brisk. Prices are, nominally, carload lots, $1.35, f. o. b. mill, which price would be shaded for a good-sized specification. New York quotations are represented in carload lots on dock, $1.45; smaller lots from store, $1.55@$1.60.

Cut Nails: The market for this staple line shows but little of energy or strength. Prices are low and the demand comparatively light. New York prices are represented by the following: Carload lots on dock, $1.17½@$1.20. Smaller lots from store, $1.30.

Builders' Hardware: Stanley Works, New Britain, Conn., and No. 79 Chambers Street, New York, have recently issued a full and complete discount sheet applying to their catalogue of July, 1895. The changes in discounts are noted as follows:

LOOSE PIN BUTTS.

	Catalogue Number.	
Bronzed Corrugated,	137, 139,	60&10%
" Ball Tips,	237, 239,	60&10%
" "	241½,	60%
Boston Finish, "	603,	66⅔%
" " "	605,	60&10%
Japanned, "	727, 729, 731,	60&5%
Bronzed, Steeple Tips,	236, 238,	60&10%
" "	240,	60&5%
Boston Finish, "	602,	60&10%
Japanned, "	726, 728, 730,	60&5%

LOOSE JOINT BUTTS.

Bronzed, Ball Tips,	209,	60&10%
" " "	213,	60&5%
Japanned, "	701, 705, 709.	60&5%
Bronzed, " and Washers,	207, 211,	60&10%
" " " "	215,	60&5%
Boston Finish, " "	601,	66⅔%
Japanned, " "	703, 707, 711,	60&5%
Bronzed, Steeple Tips,	208,	60&10%
" "	212,	60&5%
Japanned, "	700, 704, 708,	60&5%
Bronzed, " and Washers,	206, 210,	60&10%
" " " "	214,	60&5%
Boston Finish, " "	600,	66⅔%
Japanned, " "	702, 706, 710.	60&5%

REVERSIBLE BUTTS.

Bronzed, Light Ball Tips,	289½, 289,	60&10%

BOLTS.

Polished, Flush Bronze, K. & S.,	1004, 1005,	60&10%
Barrel Light,	1078, 1078½, 1081,	80%
" " Bronzed,	406, 407,	60%
"	1080.	80%
" Galvanized,	1324,	70&10%
" Bronzed,	404, 402,	60%
"	1084, 1082,	80%
" Bronzed	408, 409,	60%
"	1086,	80%
Square,	1088, 1090	70&5%
" Extra Heavy,	1092, 1094, 1098,	70&5%
" " Galvanized,	1329, 1328, 1330,	70&5%
Japanned Shutter,	1110, 1112,	66⅔%
Galvanized "	1326,	66⅔%
" "	1325	60&7½%
Shutter Bars,	450, 450D2 452, 452D2,	60%

STRAP AND T HINGES.

Light Strap	900, List March 15, 1898,	75, 10&5%
Heavy " Corrugated,	935, " "	80&10%
" "	902, " "	80&10%
Light T,	904, " "	70%
Heavy T,	906, " "	75&5%
Extra Heavy T Corrugated,	937, " "	80%
" " "	908, " "	80%
Hinge Hasps and Staples,	912, 913 914, " "	60&10%
Long Chest,	910, " "	60&10%
Crate Hinges and Hasps,	916, " "	75, 10&5%
" " "	918, 920, " "	60&10%
Hasps and Staples,	976, 978, 1314, " "	85%
" "	972, 974, etc., " "	85%

SCREWS.

Bronzed,	352, 352C.	80%
"	353, 353C,	55%
Nickeled,	352N,	75%
Japanned, etc.,	756,	85%
" "	1352 1354, 353N,	80%

MISCELLANEOUS.

		2 2½ 3 4 5 6 in.	
Mending Plates,	New List,	995, — — — — — — —	60%
		.30 .35 .40 .50 .60 .70 doz.	
Corner Irons.		999,	33⅓%
" Braces,		997,	60&10%
Washers,		994,	5½c. lb.
Shelf Brackets,		790 490, 490C, 490D2, 490N,	70&10%
Storm Window Fasteners,		1706, 1708	50%
Blind Hinges,		1647,	40%

Hobart B. Ives & Co., New Haven, Conn., under date of March 15th, announce the following changes in discounts and terms on Mortise Door Bolts, Sash Locks and other Hardware shown in Catalogue No. 9, 1897:

Window Ventilating and Mortise Door Bolts.....	Discount,	66⅔%
Sash Locks, Stamped Metal.....	"	66⅔%
" " Cast Goods.....	"	70%
Sash Lifts and Shutter Bars.....	"	55%
Window Stop Adjusters.....	"	40%

Terms, 60 days net, less 2 per cent. for cash in ten days.

Trace Chains, Halters, Cow Ties, etc.: The chain makers of the United States have agreed on the following revised prices on chains as enumerated, said prices to take effect on and after April 15th. The changes in many cases are merely nominal, while in a number of other cases they are more important, having been made necessary from the fact the price lists have for years remained the same, while the constant increase in discounts has worked much hardship in the endeavor to get an average profit, the labor cost being larger in proportion to cost of material. These goods are subject to a discount of 70@70&10 per cent. in accordance with quantity:

LONG TRACES.
Bright or Black—Straight Links.

American Size.	English Size.	Per Pair.
6½ feet, 6, 4	6½ feet, 8, 3	$0.65
6½ " 8, 4	6½ " 10, 3	.74
6½ " 10. 4	6½ " 12, 3	.82
6½ " 12, 4	6½ " 14, 3	1.10
6½ " 14, 4	6½ " 16, 3	1.15
6½ " 5, 3	6½ " 6, 2	.69
6½ " 6, 3	6½ " 8, 2	.72
6½ " 8, 3	6½ " 10, 2	.82
6½ " 10, 3	6½ " 12, 2	.92
6½ " 12, 3	6½ " 14, 2	1.05
6½ " 14, 3	6½ " 16, 2	1.30
6½ " 16, 3	6½ " 18, 2	1.55
6½ " 18, 3	6½ " 20, 2	2.20
6½ " 6, 2	6½ " 8, 1	.82
6½ " 8, 2	6½ " 10. 1	.93
6½ " 10, 2	6½ " 12, 1	1.03
6½ " 12, 2	6½ " 14, 1	1.20
6½ " 14, 2	6½ " 16, 1	1.50
6½ " 16, 2	6½ " 18, 1	1.75
7 " 6, 4	7 " 8, 3	.72
7 " 8, 4	7 " 10, 3	.80
7 " 10, 4	7 " 12, 3	.90
7 " 12. 4	7 " 14, 3	1.15
7 " 14, 4	7 " 16, 3	1.25
7 " 16, 4	7 " 18, 3	1.50
7 " 6, 3	7 " 8. 2	.78
7 " 8, 3	7 " 10, 2	.90
7 " 10, 3	7 " 12, 2	1.05
7 " 12, 3	7 " 14, 2	1.23
7 " 14, 3	7 " 16, 2	1.45
7 " 16, 3	7 " 18, 2	1.75
7 " 18. 3	7 " 20, 2	2.50
7 " 6, 2	7 " 8, 1	.90
7 " 8, 2	7 " 10, 1	1.05
7 " 10, 2	7 " 12, 1	1.23
7 " 12, 2	7 " 14, 1	1.40
7 " 14, 2	7 " 16, 1	1.70
7 " 16, 2	7 " 18, 1	2.00
7 " 8, 1	7 " 10, 0	1.30
7 " 10, 1	7 " 12, 0	1.45
7 " 12, 1	7 " 14, 0	1.75

T Bar, Hooks, or T Hooks 2 cents net per pair extra. In ordering say if English or American sizes are wanted. Traces with 5 end links 3 cents net per pair extra. For Twist Link Traces, add 2 cents net per pair for 6 to 12 link English standard; add 4 cents net per pair for 14 to 20 link English standard.

STAKE CHAIN.
With Large Ring, Swivel and Hook.

American Size.	English Size.	Per Pair.
6½ feet, 8, 4	6½ feet, 10, 3	$0.93
6½ " 10, 4	6½ " 12, 3	.98
6½ " 8, 3	6½ " 10, 2	1.00
6½ " 10, 3	6½ " 12, 2	1.12

Twist, 2 cents net per pair extra.

HALF TRACES OR BUTT CHAIN.
With Ring—Straight Links.

American Size.	12 In.	18 In.	24 In.	30 In.	36 In.	42 In.
8 links 4	19	24	33	30	44	51
10 " 4	21	26	35	41	49	57
12 " 4	28	33	40	49	57	68
14 " 4	30	35	42	51	60	72
16 " 4	37	44	50	60	71	82
18 " 4	45	53	64	75	90	105
8 " 3	23	28	35	44	50	58
10 " 3	25	30	37	34	53	62
12 " 3	30	35	42	51	60	72
14 " 3	37	43	50	60	70	83
16 " 3	45	52	62,	72	82	96
18 " 3	55	65	75	89	110	125
8 " 2	27	32	39	47	55	64
10 " 2	31	36	43	50	60	68
12 " 2	37	44	52	60	71	84
14 " 2	43	52	62	72	83	95
16 " 2	48	57	66	76	88	105

Twisted, 1 cent net per pair extra for 10 link and longer. Twisted, 2 cents net per pair extra for 12 link and shorter. T Bar, 2 cents net per pair extra. Hooks or T Hooks 2 cents net per pair extra.

HALTER CHAINS.

Sheffer's Pattern, 4½ feet Long—Black with two T Bars.		
3-16 Iron Twisted No. 1, Short Links.....	Per dozen,	$6.50
3-16 " Straight No. 1, " "	"	6.50
3-16 " Twisted No. 2, Long "	"	5.00
No. 4 Wire, Short Links	"	7.00
No. 4 " Long "	"	5.75

Snaps, 20 cents per dozen net extra.

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OX AND LOG CHAIN.

Long Link—Bright or Black—Hook and Ring.

¼ inch	per pound,	15 cents.
5-16 "	"	13 "
⅜ "	"	12 "
7-16 "	"	11½ "
½ "	"	11 "
⅝ "	"	10 "

LOG CHAIN.

Short Link with Grab Hook.

¼ inch	per pound,	17 cents.
5-16 "	"	14½ "
⅜ "	"	13½ "
7-16 "	"	13 "
½ "	"	12 "
⅝ "	"	11½ "

COW TIES.

Open and Shut Ring Patterns, with T Bar.

		Shut Ring, Per Doz.	Open Ring, Per Doz.
3 feet,	No. 6	$3.10	$3.60
3½ "	No. 6	3.33	3.90
4 "	No. 6	3.68	4 20
4½ "	No. 6	3.91	4.64
3 "	No. 5	3.44	3.77
3½ "	No. 5	3,63	4.02
4 "	No. 5	3.98	4.45
4½ "	No. 5	4.39	4.95
3 "	No. 4	3.52	3.83
3½ "	No. 4	3.74	4.20
4 "	No 4	4.01	4.51
4½ "	No. 4	4.41	5.00
4 "	No. 3	4 45	4.96
4½ "	No. 3	4.85	5 32

Snaps, 20 cents per dozen net extra.

OHIO PATTERN.

	4½ Ft.	5 Ft.	5½ Ft.
No. 1. Wire, Per Dozen	$5.25	$5.75	$6.25
No. 2. " "	4.85	5.40	5.82
No. 3. " "	4.56	4.80	5.20
No 4. " "	4.14	4.30	4.75
No. 5. " "	3.85	4.03	
No. 6. " "	3.60	3.78	

Safety Fuse: Hazard Powder Co., No. 46 Cedar Street, New York, quote the following prices for Safety Fuse manufactured by Ensign Bickford & Co. and the Climax Fuse Co. when ordered in full packages:

Common Hemp Fuse	Per 1000 feet,	$2.60
" Cotton Fuse	" "	2.90
Single Taped Fuse	" "	3.50
Double Taped Fuse	" "	4.70
" " Countered Fuse	" "	4.70
Triple Taped Fuse	" "	5.70
White Gutta-Percha Fuse	" "	5.20

These prices are subject to change without notice, and are less the following discounts: 10 and 7½ per cent. f. o. b. Fuse factories in Connecticut; 10 and 2½ per cent. f. o. b. New York City and 2 per cent. for cash in ten days.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 40 cents per gallon; in lots of 5 barrels or more, 39 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CLEVELAND TRADE.

Trade and commerce are likely to suffer severely by increasing tendency to paternal legislation. Congress is expected to determine the amount of money necessary, instead of letting demand create the supply; and the State legislatures make our bargains for us by fixing the price we shall pay for municipal officers, and attempt to determine what the railroads shall charge and the hours that men shall labor.

It may be pleasant to be relieved of responsibility, but it does not tend to develop industry, economy and independence, if we are to be kept from hurts and bruises, as the nurse does the child she watches over.

I can conceive of a social monarchy, but a social democracy is impossible, as it requires coercion in place of consent.

Statesmanship has a new problem if it is to displace the activity that individual interest induces with coercive legislative action. The longing for unearned luxury seeks through legislation what can only be earned by struggle, and that cannot be safely accomplished until we have learned how to use leisure with profit. We owe too much to drudgery to make it safe to dispense with it. We may modify by legislation, but we must not destroy the competitive spirit, unless we are ready to return to barbarism.

The slow elevation that results from the struggle for existence through the survival of the fittest, is not all of evolution. It is the struggle for domination that causes the rapid improvement in economic conditions.

The superior organizer of practical activities is the product of the competitive spirit, and to destroy this will be suicidal.

The indications of war have already affected business in the East, and the West will soon feel its influence. The boom predicted by those who favor war as an economic measure will fail to appear, and the people will then appreciate the magnificent courage of President McKinley in trying to withstand the clamor that threatens such needless injury to the country.

A menace to the business of the country is much more injurious to the poor than it is to the rich, as it interferes with the comfort of daily life of those who depend on steady employment. Prosperity is assured if we could be permitted to attend to our own business. March proved the banner business month since '95, and it would be difficult to imagine a more promising outlook.

The Lockwood-Taylor Hardware Co.

THE PHILADELPHIA TRADE.

The exciting news of the past two weeks has largely diverted attention from business to talk of war and foreign complications. This is hardly to be wondered at, and yet it comes as rather an interruption to business which, during the early spring, was very promising.

It is but natural that trade should halt until the future is positively decided, and opinions differ very largely as to what the result will be if war is finally in effect.

The history of the Civil War is still fresh in our memory, and yet it is more than doubtful whether business conditions of those times will be repeated. That war was fought on land and lasted over four years, engaging large



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numbers of men who were withdrawn from the ranks of producers at a time when machinery had not reached its present enormous productive capacity. To-day, the productive ability of machinery is so immense, and so capable of indefinite expansion, that it is difficult to see how the withdrawal of even a large number of operatives could, to any material extent, advance prices directly.

Moreover, if the opinions frequently expressed of a short war is to be the case, the decrease in production will be but slight, and the loss of property, while possibly large in the naval line, would not be so general in its character as was the case during the Civil War. On the other hand, the interruption to business will necessarily be great, while the stoppage of our export trade, which has grown most rapidly in the last few years, cannot but be felt.

In view, therefore, of these prospects, it is scarcely surprising that trade should hesitate somewhat, although everything else points strongly towards a good volume of business, while it is still evident that if any goods are being manufactured at unremunerative prices, they must advance as soon as trade improves.

Of course this is all looking at present affairs from the business standpoint only, but we believe the business men of the country are satisfied to leave matters in the hands of President McKinley and his advisers, and are confident that the course taken by him will be one which will be in entire fulfilment of our duty, and which will redound honor to our country.

Philadelphia is proud of its record in other crises of our country. During the Revolutionary War, Philadelphia bore largely the brunt of the conflict, and during those eight years was the chief scene of its operations.

In the Civil War, the patriotism and devotion of Philadelphia were known throughout the country, and we have no doubt that now Philadelphia and her business men can be relied upon to do their full share.

BIDDLE HARDWARE CO.

THE COLUMBUS TRADE.

Trade continues good, despite the war scare, and the greatest trouble now is to get goods. Manufacturers are loth to make up large quantities of goods without having a bona fide order for them. Jobbers do not feel safe in anticipating their full quota until they see what the weather will be, and the demands of the trade. One year may be pleasant a month earlier than another. It may be a wet spring, and the demand for lawn mowers will come in March and April, or it may be dry, and hydrant hose is wanted more than lawn mowers. There is great difference between the orders with the manufacturers and with the jobbers. You buy goods from a manufacturer to be shipped at a certain time, and they expect and insist on you taking them as per contract, but a jobber does not always know whether he has made a sale or not. When he takes an order for future shipment, it is not an uncommon thing to receive a letter of this kind: "Please cancel my order, I find I will not need the goods." Or, "Please cancel my order, as Mr. Cutter quoted me 2½% better price, and I bought the goods from him." All you can do is to grin and bear it.

The recent floods destroyed many miles of fence, consequently the demand for wire and nails is very great, and manufacturers are unable to make prompt shipment. The same is true of poultry netting.

Mr. Editor, you cannot imagine how badly it makes a jobber feel to not be able to ship wire, nails, poultry netting, screen wire and screen doors promptly. It cuts such a big hole in his profits. It is no small matter to have orders for $500 or $600 worth of such goods and know that by handling the goods twice, and have to buy arnica for your porter's back and new suspenders, perhaps, that had you had the goods you would have made possibly $7.92½, but we are all after that $7.92½, and telegraph the manufacturers to hurry along the goods and then telegraph to have them send a tracer, and then perhaps "cuss" the drayman because they are slow in getting the goods out of the car. But you do not know how good it makes you feel to see the wheels go round, everybody get a hustle on, you step quicker, and have more vim. So we guess it is all right.

We are still of the opinion that the business of 1898 will be far ahead of 1897, and thus far in the year we are highly gratified. Prices are about on a par with past years, namely, not stationary. We believe it would be safe to offer a premium to the manufacturer that could maintain prices for sixty days. The premium would not have to be paid, as it is out of the question for manufacturers, where there is open competition, to maintain a price. Prices on Hardware are as uncertain as war news, and that is putting it strong. If Hardwaremen could only trade off their stock for wind just now, they could make a fortune at Washington, because it is a foregone conclusion that some of our congressmen and senators will have to get a fresh supply from some source soon.

SMITH BROS. HARDWARE CO.

THE PITTSBURG TRADE.

It was a great number, Mr. Editor, that last one of *Hardware*, and you certainly are to be congratulated upon its success.

Trade journals are here to stay, especially when so ably conducted as yours. They are capable of great good, and also of great harm. To avoid the harm they may do, the interests of all classes should be carefully conserved. The manufacturer, the jobber and the retailer, each has a right to live and a place to fill in the business world, and the

WHAT WOULD YOU THINK

of a man who bought his c'othes by the pound? If you bought yours that way, wouldn't you know how many yards you were getting to the pound? Sheet packing, like cloth is used by the yard. But it is sold by the pound, and yet how many dealers know how much they are getting to the pound? Do you? Don't forget that low-priced packings **always** weigh heavier than better grades. The very reason they are low priced is because they are loaded down with cheap adulterants, which increase the weight while they lessen the service. **Our packings are made to wear, not to weigh.** They are light to the yard—and they last. We make three grades: **Double Diamond**—something extra—specially smooth finish, strong insertion, fine flexible rubber; **Carbon**—a good article, same strength as Double Diamond, but slightly less flexible and smooth; **Spider**—our cheapest grade, but a strong, useful packing. Carried in thicknesses from 1-32 to ¼ in., 36 in. wide. Rolls weigh about 300 pounds.

Belting,
Garden Hose,
Water Hose,
Fire Hose,
Suction Hose,
Steam Hose,
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Packing,
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Rubber Tiling,
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NEW YORK BELTING & PACKING CO. LTD

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WE MANUFACTURE

FIRE POTS, TORCHES, BRAZING MACHINES, CORE AND ENAMELING OVENS,

SELF-HEATING TAILOR IRONS,

Confectioners' Heaters, Bicycle Pumps, Wall Torches, &c.

Union Heater Supply Co.,* 91 Congress St. E., *Detroit, Mich.

trade journals should recognize this fact, and so use its columns as to build up rather than try to destroy any of these interests.

At this writing, it looks as though war is inevitable. If it must come, we hope it will be vigorously pushed to a quick conclusion. Business has not suffered greatly as yet in Pittsburg, although we can notice a hesitancy in it, which may pass when the actual step has been taken.

Logan-Gregg Hardware Co.

Invention of Lamps.

The invention of lamps is ascribed to the Egyptians, says the *World of Progress*. In the British Museum are two colored glazed tiles which were fixed in the center of the ceiling; each has a large knob pierced through the base to receive a cord for suspending a lamp; around the base of each is an inscription stating that it formed part of the decoration of the Temple of Kammuri at Calah Nimrod in the time of Assuru-Abla, 885 B. C. What the lamps were made of cannot now be ascertained, but there is plenty of contemporaneous glass which has been discovered in the neighborhood.

The sacred lamps in Greek temples whose undying flames were perpetually watched by vestas were probably of metal, and the wick formed of asbestos.

In the public baths at Pompeii two lamps were used, each to light two rooms. These lamps were protected by circular convex glasses, fragments of which were found on the spot.

The marvelous accounts by mediævel authors of perpetually burning lamps found in ancient tombs seem too numerous and well tested to be altogether fabulous. When the tomb of Pallas, son of Evander, who is mentioned by Virgil, was discovered about the twelfth century by a countryman digging near Rome, it is said a lighted lamp was still burning over his head, which must have been lighted more than 2,000 years, and might be called eternal.

Baptista Porta, in his treatise on Natural Magic, relates that about 1550 a marble sepulchre of the Roman period was discovered in an island near Naples, and on opening the tomb was found a phial containing a burning lamp. This lamp became extinct on breaking the phial and exposing the flame to the open air. It was supposed that this lamp had been concealed before the Christian era, and those who saw it reported that the lamp emitted a splendid flame.

In 1550 a remarkable lamp was found near Atestes, Padua, by a rustic digging, who unearthed a terra-cotta urn containing another urn, in which was a lamp placed between two cylindrical vessels, each of which was full of a very pure liquid, by whose virtue the lamp had been kept shining upward of 1,500 years. This curious lamp was not meant to scare away evil spirits from a tomb, but was an attempt to perpetuate the profound knowledge of Maximus Olybius, who effected this wonder by his extraordinary skill in chemical art.

St. Augustine says a lamp was found in the temple of Venus, exposed always to the open weather, and which could never be extinguished. Ludovicus Fives mentions another lamp, which was found a little before his time, that had continued burning 1,050 years.

It has been estimated that an oak of average size, during the five months it is in leaf every year, sucks up from the earth about 123 tons of water.

Help Wanted.

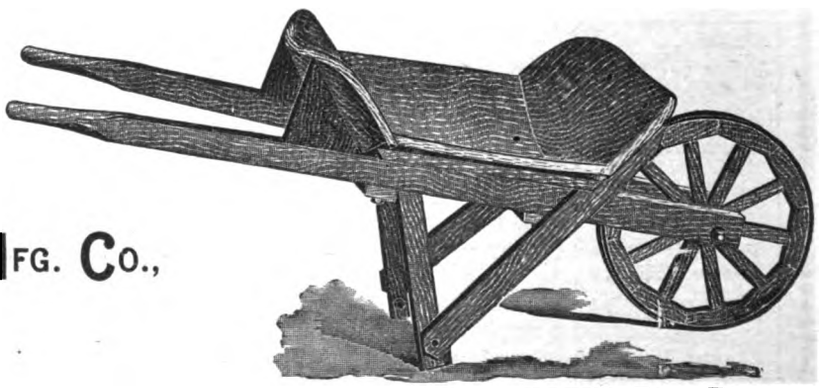
WANTED—At once, married man about thirty years, to take charge of selling department of Hardware, cutlery, paints and seed store. One with experience in the business and capable of handling salesmen. Must be temperate and wide awake. Address, with references and salary expected, Wideawake, care Hardware, No. 143 Chambers Street, New York.

Situation Wanted.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



The Kilbourne & Jacobs Mfg. Co.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

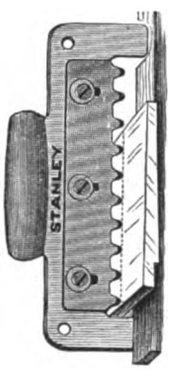
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Don't MUTILATE your papers with pins or fasteners but use the

GEM PATENTED. **"GEM" PAPER CLIP**

Only satisfactory device, for temporary attachment of all kinds of papers. Quickly applied and removed. **25 Cents a Box. . . .**

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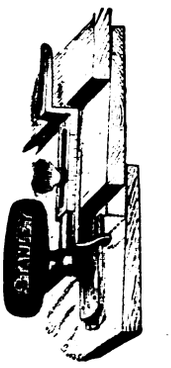
Stanley's Clapboard (Siding) Marker. No. 88. Wood Handle, Steel Blade..... $0 50

IMPROVED Labor-Saving CARPENTERS' TOOLS.

STANLEY RULE & LEVEL CO. *New Britain, Conn.*

SOLD BY ALL Hardware Dealers.

Stanley's Clapboard (Siding) Gauge. No. 89. Wood Handle, Steel Blades..... $0 50



Walton's "Angler."

A new "Walton" has a biographical introduction by Richard Le Gallienne, in which the writer rashly assails the belief that Walton in his shop in Fleet Street (two doors west of Chancery Lane), carried on the business of a hosier or haberdasher, "One fact against the haberdasher or 'sempster' theory is that the records of the Haberdashers' Company do not contain the names of Henry or Izaak Walton between 1600 and 1630, whereas it has been discovered that the records of the Ironmongers' Company for 1618 do contain the name of Izaak. Still more conclusive is the fact dwelt upon by Mr. Marston, that in his marriage license with Rachel Floud, dated Dec. 27, 1626, he is described as 'of the Cittie of London, Ironmonger.' Why a man who was a haberdasher should describe himself as an ironmonger in his marriage license is certainly difficult to imagine, except on the unlikely theory that Rachel Floud had a partiality for ironmongers." It is on these grounds that Mr. Le Gallienne decides that Walton "in future must be written down an ironmonger." The *News*, London, points out that Mr. Le Gallienne is evidently not aware that the guild or company to which a citizen happens to belong has long ceased to afford any evidence of his actual occupation. The father of Cowley, the poet, was said on good authority to have been a grocer, but in his will he is described as a "citizen and stationer." It was a sort of distinction which men in those days were proud to claim. Pepys was a freeman of the Clothworkers' Company, and even served the office of master of that guild, but he was certainly never a clothworker in any other sense. In like manner John Hemynge, Shakespeare's brother actor, and Sir Philip Sydney were grocers. Lilly, the astrologer, was a Salter, and Doggett, the comedian, a fishmonger. But all this only meant that they were respectively freemen of those companies. When Herbert published his "History of the Great Livery Companies" about sixty years ago, it was stated that the lists of the freemen and livery of the Mercers' Company did not comprise a solitary mercer.—*New York Times.*

A new and very unique combination tool, comprising in one piece of forged steel, five inches in length, a hammer, tack puller, wrench and screwdriver, is being placed on the market by Jos. H. Seed, No. 12 Centre Street, New York City. Besides being a very handy tool to have around the house, it is a good friend to the bicyclist, and makes the best of openers for cigar boxes.

Notice is Hereby Given

That an agreement dated the 25th day of November, 1889, heretofore entered into between Frederick Siemens, of London, England, and George Hillard Benjamin, now of No. 45 Broadway, New York, affecting certain letters patent of the United States issued to said Frederick Siemens, relating to continuous glass furnaces, has been terminated by notice to take effect July 1st, 1898, and that said George Hillard Benjamin has no authority to enter into any fresh engagements as regards any matters or letters patent described in said agreement until the same shall have been submitted to and approved by Frederick Siemens or his attorneys, the undersigned **CARY & WHITRIDGE,**
Attorneys for Frederick Siemens,
Dated New York, April 18, 1898. **59 Wall St., New York City.**

SEED'S Four-in-Hand Drop Forged Steel **COMBINATION TOOL,** Nickel Plated.

Bicyclist's Pocket Companion.



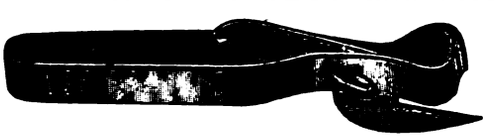
Hammer, Tack Puller Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

JOS. H. SEED, 12 Centre St., New York, U. S. A.

THE "KLONDIKE" COMBINATION CAN OPENER AND TACK PULLER.

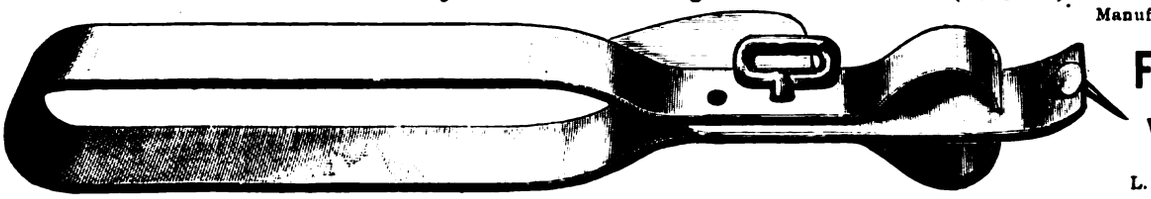
It is the BEST and FASTEST-SELLING 10c. Tool on the Market To-day.



By turning the set screw the blade revolves and brings either tool into position. **Tempered Blade, Plated Handle.** Handsomely put up.

WRITE TO-DAY FOR JOBBING PRICES.

As a Tack Puller it Lifts Every Tack Out Straight. (PAT'S PENDING.)



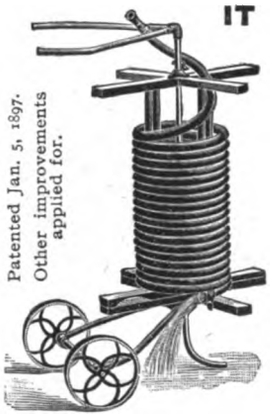
Manufactured by

F. J. HALL CO.,
WALLINGFORD, CONN.
L. Box 631.

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The Hartzell Self-Draining Hose Reel

IT SELLS RAPIDLY.



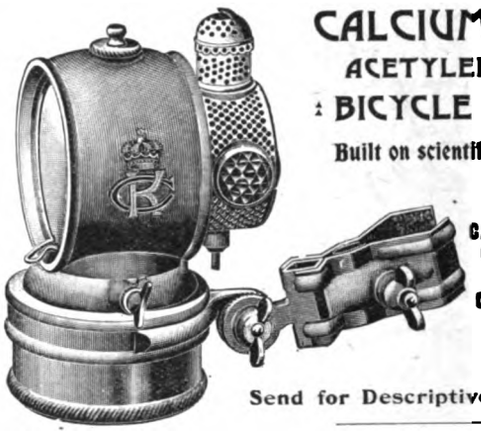
It is scientifically and mechanically constructed.
It is a nice ornament and a great convenience in spraying and watering a lawn.
The hose is not kinked, twisted, crushed or drawn to a tension, thus avoiding the breaking of either the inner or outer walls of the hose which protects the fabric and prevents it from becoming water soaked, which usually causes the rapid destruction of the hose.
It drains all the water out of the hose, after it has been reeled, and keeps it always in good order, ready for service.
Each section of hose is independent of the others and may be easily detached at the top or bottom.
It sells at sight, because any person who owns a garden hose can readily see its advantages and superiority.

Jobbers are especially solicited to handle our goods to whom lists and prices will be furnished upon application.

DEALERS ask your Jobbers for the HARTZELL SELF-DRAINING HOSE REEL and insist on getting it.

If they will not supply you address us for prices, circulars and lists.

The Hartzell Novelty Works, Alliance, Ohio, U. S. A.



CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

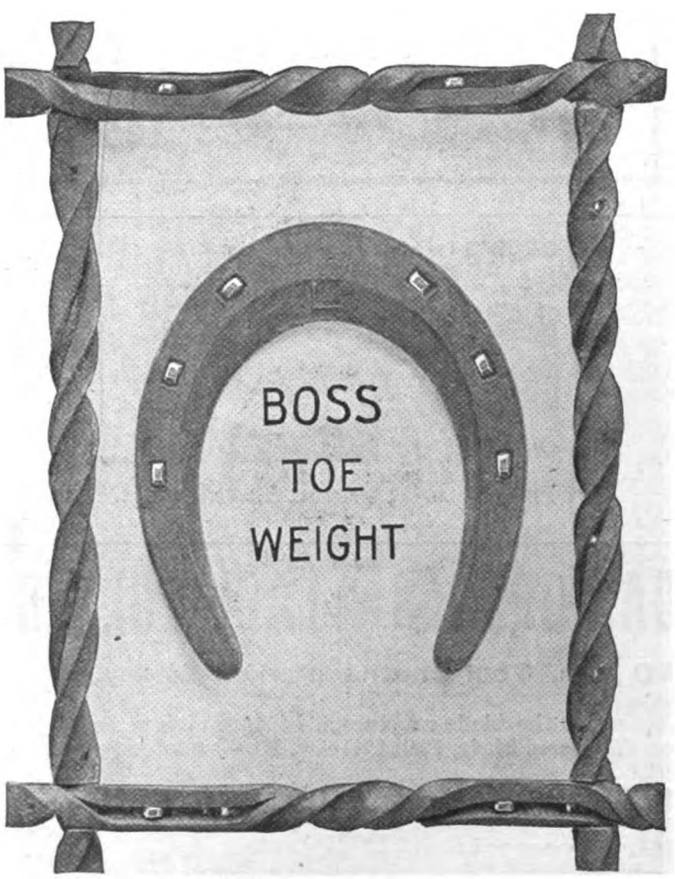
GEO. H. CLOWES MFG. CO.,
202 Postal Bldg., New York. Waterbury, Conn.

W. W. Pryor & Co., manufacturers of Hardware and house-furnishing specialties, formerly at No. 81 Chambers Street, New York City, have removed into larger and more desirable quarters at No. 124 Chambers Street, where they will carry a more complete line of their well-known tools, and supply with a greater degree of promptness the demands of the trade.

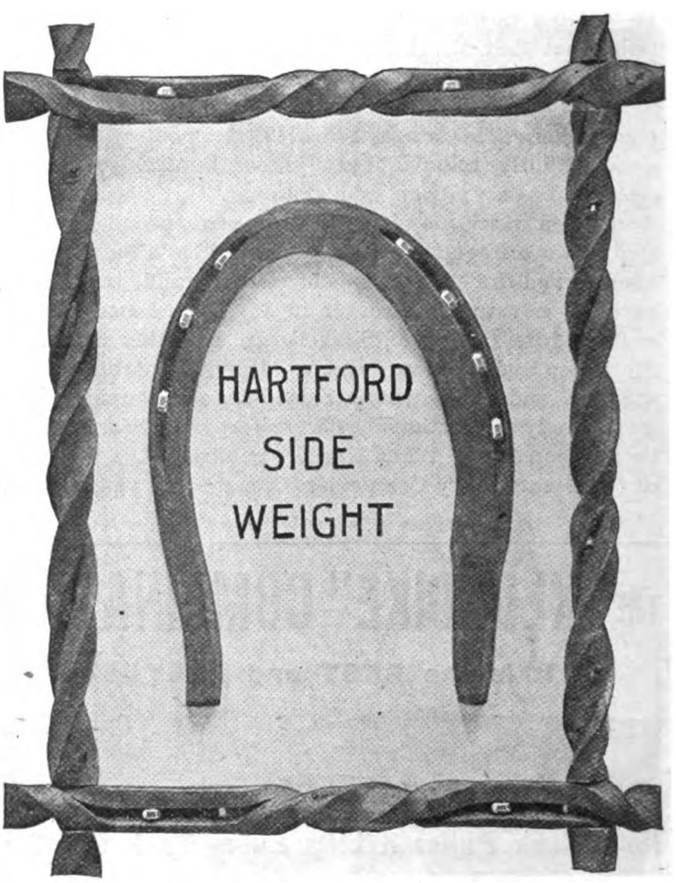
Sawdust is turned into transportable fuel in Germany by a very simple process. It is heated under high pressure until the resinous ingredients become sticky, when it is pressed into bricks. One man, with a two-horse power machine can turn out 9000 bricks a day.

The theatres in Japan have a novel method of pass-out tickets which are positively not transferable. When a person wishes to leave the theatre before the close of the performance, with the intention of returning, he goes to the doorkeeper and holds out his right hand. The doorkeeper then, with a rubber stamp, imprints on the palm the mark of the establishment.

About 10,000 pounds of eiderdown are collected annually in Iceland, 7000 being exported to foreign countries. Formerly the peasants used to receive about $5 a pound for it, but the price has now fallen to half that amount.—*Michigan Tradesman.*



Weight in Toe Where Needed.
Speed and Knee Action Producer.
The Ideal Summer Comfort Shoe.



The Best Side Weight yet produced.
Prevents Interfering and Knee Hitting.
Made of best low carbon soft steel.

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THE BRYDEN HORSE SHOE CO., Catasauqua, Penna.

Manufacturers of the Greatest Variety of Horse Shoes and Racing Plates made by any one concern in the world.

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TROJAN BOX STRAP

Something New, Bright and Clean. Free from a Wire Edge.

Continuous Strip 300 feet. **NO RIVETS.** *Others on the market are weaker by being riveted every eight or ten feet.*



Soft Steel Strap allows a nail to be driven anywhere. Made in such a manner that the Bosses protect the heads of nails.
Packed in cases of 20 coils of 300 feet each, on individual hangers or one iron floor stand gratis. ½, ⅜, ¾, and 1 inch in width.

Write for Samples and Prices.

De Haven Mfg. Co.,

50 to 54 COLUMBIA HEIGHTS, - BROOKLYN, N. Y.



The Coburn Patent Trolley Track

Overhead Tramway

Furnished complete with straight and curved track, switches, frog brackets, single and double carriers. SEND FOR BOOK.

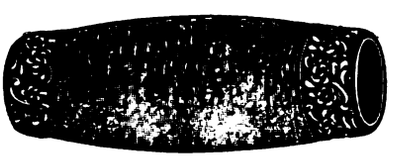
The Coburn Patent Trolley Track

and Patent Rolling Ladder Systems

SEND FOR BOOK. Over 10,000 in use in the United States. Roll suspended from ceiling or facing the shelves. . . . . .



THE COBURN TROLLEY TRACK MFG. CO., HOLYOKE, MASS.



THE CODLING MFG. CO.,
BRISTOL, CONN.
Manufacturers of . . .
COMPRESSED CORK GRIPS.
LINED OR UNLINED.
All Sizes — With every style of tip.

THE W. H. SWEENEY MANUFACTURING CO.
Our goods are attractive, well-made and thoroughly up-to-date.



These are only a few of the articles we make. Full line shown in 1898 Catalogue.
66-72 WATER ST., BROOKLYN, NEW YORK CITY.

One of the First and Last Advertisers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

DAVID S. SHEARMAN,
89 Fulton St., New York. Manufacturer of

WHITE ENAMEL LETTERS and FIGURES, for attaching to Window Glass, Wood, Stone or any comparatively smooth surface. Artistic designs. ENAMELED IRON and COPPER PLATES, last forever, used for Signs of every description, truck and wagon signs, house and hotel numbers, plates designating Entrance, Exit, Toilet, etc., Advertising Plates. Our White Enamel Letter Signs and Enameled Iron and Copper Plates for Advertising purposes, with any lettering or trade design in any colors, printed on the white enamel surface and fired in are placed by experienced men on the windows and fronts of groceries, drug stores, cigar stores, etc., in all parts of the United States and Canada. Esterbrook Pens, Gen. Arthur and Smokette Cigars, Jaxon Soap, Sen-Sen, Lewis Lye, Tetley's Teas, and many others are familiar signs placed by us. You pay for the signs, and the work of placing them---we secure the space---which is invaluable, AT NO COST TO YOU.

"HAVE FOUND IT SATISFACTORY."

The Ideal Mfg. Co., New Haven, Conn. [*Reloading Tools*]: We recognize your medium from time to time, and have found it satisfactory.

"SATISFIED WITH 'HARDWARE.'"

Schoverling, Daly & Gales, New York. [*Bicycles, Guns, etc.*]: We have every reason to be satisfied with our advertising in HARDWARE.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Albert Lea, Minn.—Due, Christensen & Pederson, Hardware dealers, have been incorporated with the secretary of state. The capital stock is $15,000.

Bellaire, Mich.—W. G. Phelps, formerly of Manton, has purchased a building here and engaged in the Hardware trade.

Brooklyn, N. Y.—E. T. Holmes, No. 1087 Fifth Avenue.

Charlotte, Mich.—The Dolson Implement Co.

Danville, Ind.—Indiana Hardware Co.

Montreal, Can.—The Montreal Hardware Mfg. Co. has been incorporated with a capital stock of $20,000.

Salt Lake, Utah.—The Salt Lake Hardware Co. have been incorporated; successors to the business carried on under the name of B. F. Bauer.

Waterbury, Conn.—The Shoe Hardware Co. have filed in the office of the secretary of state a certificate of organization. Capital stock, $15,000.

Changes and Improvements.

Allentown, Pa.—J. C. Sendel and Peter G. Rouse, of Weatherly, have purchased the Hardware store of Gable & Heberling at Lehighton, and have taken possession.

Amherst, N. S.—Douglas & Co., general Hardware; Harvey Pipe has retired from the firm, and Harold N. Stevens has been admitted into partnership with D. W. Douglas, under the firm name of Douglas & Co.

Appleton, Minn.—Dey Le Suer, Hardware, succeeded by Rosenkranz & Brustnen.

Ashley, Mich.—Jacob Weidner, Hardware, reported to have sold out.

Batavia, N. Y.—Russell & Palmer, Hardware merchants, have leased the store at No. 53 Main Street, just vacated by Buisch & Co., and the partition between it and their store at No. 51 will be removed back of the stairway leading to the second floor of the building.

Baraboo, Wis.—Ott & Blachley, Hardware, succeeded by W. B. Blachley.

Bessemer, Ala.—The Lewis & Rarden Hardware Co. are preparing to move from their present quarters next to the postoffice to the store adjoining Rarden's dry goods and grocery store on Nineteenth Street.

Black Rock, Ark.—Chas. H. Blakeslee, Hardware and machine shop, sold machine shop.

Brownsville, Tenn.—The late Hardware firm of Forrest & Neblett have dissolved partnership.

Bryn Mawr, Pa.—The Ardmore Hardware Co. is removing from its present location, corner of Holland and Lancaster Avenues to the Merion Title & Trust building.

Chicago, Ill.—George L. Lenham Hardware Co. certified to a change of name to the Lenham Hardware Co.

Clitherall, Minn.—L. Whiting has sold his Hardware store, stock and fixtures to B. J. Hoff.

Crawfordsville, Iowa.—E. T. Neal, Hardware, succeeded by Neal & Davidson.

East Troy, Wis.—Donaldson & Lacy, Hardware, succeeded by Lacy & Clancy.

Eau Claire, Wis.—Hanson & Oyaas, Hardware, succeeded by O. Hanson.

Fairfield, Iowa.—The I. X. L. Hardware Co.; R. T. McClain has dissolved partnership, and will engage in the farming implement business. Messrs. Speck & Davis will retain the old firm.

Flint, Mich.—Goodes & Hall have purchased the Hardware business of U. P. Whiffen. G. O. Countryman will also be a partner in their firm.

Groesbeck, Tex.—J. R. Stroud, Hardware, business purchased by J. S. Clayton.

Greenwich, Conn.—The Jaynes Hardware Co. is now located in the new store corner of Greenwich and Railroad Avenues.

Hankinson, N. D.—Geo. Oechsner, Hardware, succeeded by Green & Cress.

Hudson, Ind.—Wallace & Britton, Hardware and agricultural implements, succeeded by Walter V. Britton.

Jesup, Iowa.—Philip Pray, Hardware, succeeded by E. F. Newell & Co.

La Crosse, Wis.—The Fred Kroner Hardware Co. will begin at once the work of excavating for their new building on the north side of Jay Street, between Second and Third.

Mayfield, N. Y.—Daniel F. Kilts, Hardware, reported to have sold out.

Morristown, N. J.—F. S. Freeman, Hardware, etc., succeeded by Mrs. H. E. Stirn.

Mumford, N. Y.—Keefe & Smith, Hardware, succeeded by Patrick Keefe.

New York, N. Y.—Scott & Baker, Hardware, etc., succeeded by M. E. Scott.

Oswego, Kan.—C. M. Condon, Hardware, succeeded by Warkey & McNeff.

Parkersburg, W. Va.—The Rex Hardware Co. have moved their place of business from No. 128 Third Street to No. 112 Third Street, in the room formerly occupied by the Cyclone Store.

Potsdam, N. Y.—M. E. Loveland, of Gouverneur, has bought out A. B. Cutting, a Hardware merchant of that place. The price is reported to be $11,000.

Salt Lake, Utah.—The Hardware firm of W. D. Ash & Co. have completed a change in the firm, George W. Thomson retiring. The business will be under the management and control of W. O. Ash and Everett McCarty hereafter.

Springfield, Tenn.—Solomon & Binkley, Hardware, have dissolved partnership, Mr. Solomon retiring. The business will be conducted under the firm name of M. C. Binkley & Son.

St. Clair, Mich.—Hart & Son, Hardware; John M. Hart, senior member of the firm, has sold out his interest in the business to John Klinger.

St. Clair, Mich.—Solis & Carpenter, Hardware, etc., succeeded by Whiting & Bushnell.

Tobias, Neb.—Empey & Sanders, Hardware, succeeded by H. Hansen & Co.

Topeka, Kan.—W. A. L. Thompson Hardware Co. have commenced the erection of a new $13,467 wholesale building.

Wabash, Ind.—Carpenter, Alber & Co., who recently acquired possession of the Hardware establishment formerly owned by C. H. Brett & Co., have rented the room in the Big Three block, and in a few days will remove their stock now in the building at the corner of Columbus and Vernon Streets.

Wapakoneta, Ohio.—W. A. Mounsir has sold his Hardware store to Chas. Parlett.

Westfield, Ind.—W. W. Stultz, Hardware and agricultural implements, succeeded by O. S. Roberts.

Whitehall, Mich.—The Towner Hardware Co. will erect a two-story addition to its present building, and engage in the wholesale business.

Winona, Minn.—James C. Matchitt has purchased from H. J. Willis the stock of the Winona Hardware Co., and will continue the business.

Business Embarrassments.

Blue Earth City, Minn.—The Hardware firm of Otto Kaupp & Son have assigned to S. Pfeffer.

East Aurora, N. Y.—Clark P. Bowen, Hardware merchant, has made an assignment.

Burglaries in Hardware Stores.

Metuchen, N. J.—Frederick Mundy. cutlery.

Paducah, Ky.—Scott Hardware Co., revolvers.

St. Louis, Mo.—Otto Schmidt, No. 821 Market Street, cutlery taken.

Venedocia, Ohio.—Jones & Jones. Loss $100.

Wrightsville, Pa.—Robert McGee, cutlery.

Recent Fires.

Appleton, Wis.—The Hardware store of Stark & Tesch destroyed by fire. Loss $10,000.

Barrington, Ill.—The Hardware store of H. D. A. Crebe has been damaged by fire to the extent of $500; insured.

Elkin, N. C.—Hubbard & Roth, Hardware, damaged by fire.

Elmore, Ohio.—The large warerooms of Banting, Sanders & Co., dealers in Hardware and implements, have been destroyed by fire. The loss is $5000, and insurance $3700.

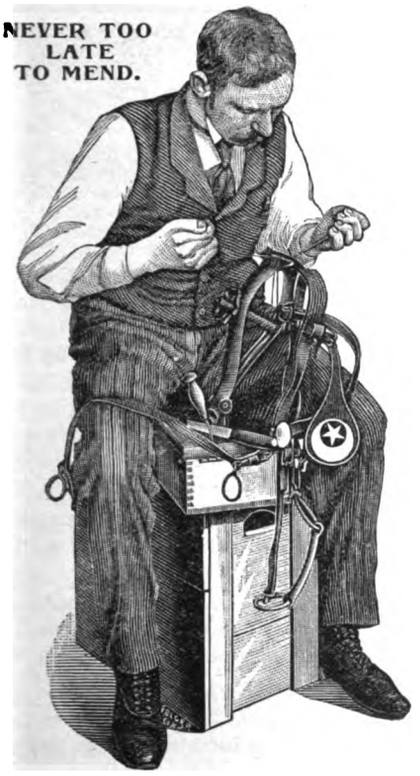
Kankakee, Ill.—A. J. Roy's Hardware store slightly burned.

Morgantown, W. Va.—Edward Shisler, Hardware, stock damaged by fire.

Winnipeg, Man.—Burdett's Hardware store at Emerson has been damaged by fire.

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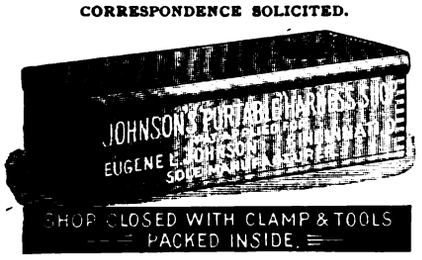
NEVER TOO LATE TO MEND.



JOHNSON'S PORTABLE HARNESS SHOP

Is a complete Harness Repair Equipment. The tools and supplies are of standard quality, the seat is a varnished chest (18x8x5) and contains the outfit when not in use. SO SUBSTANTIAL as to last a lifetime. SO PRACTICAL as to be an ECONOMIC NECESSITY to horse owners! Your customers want 'em! Jobbers sell 'em!

EUGENE L. JOHNSON, Sole Manufacturer,
Cincinnati, O., U. S. A.
J. C. McCarty & Co., N. Y. Agents, New York.
CORRESPONDENCE SOLICITED.



GOOD CHANCE.

Long established and profitable Hardware business in a manufacturing town of 4500 inhabitants, and on the boom. Stock is clean and up-to-date. No dead stock. Good paying Tin Shop. Reason for selling—wish to close estate of my husband. Address

MRS. N. A. MORSE,
Mishawaka, St. Joseph Co., Indiana.

HAS PROVED VERY SATISFACTORY.

Zenith Cycle Saddle Co., Philadelphia, Pa. [*Bicycle Saddles*]: We believe that the trade on bicycle sundries must drift to the Hardware trade, as being so much more reliable. Your paper must then prove the most reliable as an advertising medium. Our advertisement has proved very satisfactory.

"EVERYTHING IS COMING UP."

BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

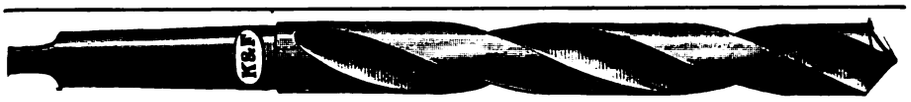
Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.



KEARNEY & FOOT CO. 100-102 Reade Street, NEW YORK.

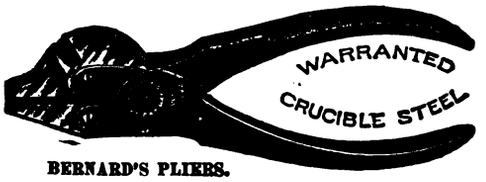
The BEST Drill on the market.

Write for 1898 . . . Catalogue.



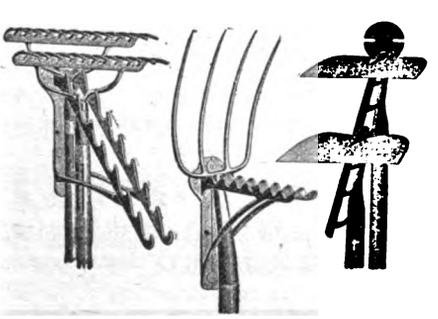
STAR SHEARS.

"WE MAKE the LARGEST LINE of . . . **Shears, Scissors & Pliers."**



BERNARD'S PLIERS.

THE **WM. SCHOLLHORN CO.,**
NEW HAVEN, CONN.



HAGER'S DISPLAY BRACKETS

For Forks, Shovels, Rakes, Hoes, &c.

ARE THE BEST!

Sold by Your Jobber, or

JOHN N. HAGER,
MANUFACTURER,
Ft. Atkinson, Wis., U. S. A.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., **Allegheny, Pa.**

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

Birmingham, Ala.—The Southern Bolt Co. has been organized with John M. Caldwell, president; Charles O. Locke, secretary and treasurer; Samuel Randolph, superintendent. The company will manufacture iron bolts, nuts, spikes, rods, etc. The plant will be located at Fourteenth Street and Powell Avenue, on a lot 100x166 feet. The main building will be of steel, 60x150 feet, equipped with the latest and most modern machinery.

Charleston, W. Va.—Jobson Mfg. Co. have been incorporated with an authorized capital of $1,000,000. The company is organized for the purpose of manufacturing all kinds of nuts, bolts and such other articles as may from time to time be selected. The incorporators are J. H. Matheny, J. Z. Barker, William Bragger, J. W. Malcom and W. C. Barker, all of Charleston.

Chicago, Ill.—The American Wire Co. has been incorporated with a capital stock of $24,000,000.

Chicago. Ill.—Lake St. Mfg. Co. has been incorporated by M. D. Jones, E. A. Fordyce, H. F. Wallman, to manufacture Hardware, etc. Capital stock. $10,000.

Chicago, Ill.—Decker Last Hinge Co., capital stock, $1000. Incorporators: George W. Wilbur, Albert H. Trull and Lyman H. Partridge.

Cincinnati, Ohio.—The Davis & Egan Machine Tool Co. have been reorganized under the name of the American Tool Works.

Cleveland, Ohio.—The Johnson Steel Co. has been reorganized, with a capital stock of $14,000,000.

East St. Louis, Ill.—Missouri Wire & Nail Co., capital stock, $10,000. Incorporators: R. M. Scruggs, C. F. Hintze and A. N. Sager.

Howell, Mich.—G. F. Farrar is endeavoring to organize a company for the manufacture of wire fence tools at Windsor.

Lancaster, Pa.—Lancaster Steel Metal Co. has been incorporated with a capital stock of $25,000.

Lorain, Ohio.—The Lorain Steel Co. has been incorporated by Andrew Squire, C. C. Bolton, F. B. Richards, A. M. Robbins and William B. Sanders. Capital stock, $9,000,000, of which $3,000,000 is preferred stock.

New York, N. Y.—The American Brass Mfg. Co. has been incorporated by W. H. Platt and others. Capital stock, $10,000.

Nokomis, Ill.—Spannagel Hardware & Furniture Co. has been incorporated by G. H. Spannagel, William H. Shannon and G. R. Spannagel for mercantile purposes. Capital stock $20,000.

Oakland, Cal.—The American Machinery Co., has been incorporated by Daniel Tweedle, Frank Henneberg, Hubert Keon and A. P. Flood to manufacture and deal in machinery and tools of all kinds. Capital stock, $20,000.

Pittsburg, Pa.—The plant of the Pittsburg Brass Co., at the foot of Locust Street, Allegheny, which went into the hands of a receiver in 1894, will be operated by the Pittsburg Lamp & Brass Co., which has been organized with a capital of $300,000. The new company has been organized with the following officers: Reuben Miller, president; F. G. Wallace, vice-president; C. Bermingham, superintendent; directors, E. H. Kramer, J. P. McKinney, E. A. Kitzmiller, C. Bermingham, F. G. Wallace.

St. Louis, Mo.—The A. J. Jordan Cutlery Co. has been incorporated with a capital stock of $100,000.

St. Louis, Mo.—Hynson Tool & Supply Co., capital stock, $2500. Incorporators: L. D. Hynson, Walter M. Davis and Montrose P. Hynson.

Toronto, Ont.—The A. D. Fisher Co. Ltd., has been incorporated to manufacture skates, cutlery, sporting goods and accessories, with a total capital stock of $40,000.

Williamsport, Pa.—The Valley Iron Works has been incorporated with a capital stock of $10,000.

Changes and Improvements.

Harriman, Tenn.—The Harriman Tack Co.'s factory has been purchased by W. T. Henry.

Zanesville, Ohio.—The Collins Tool Works are moving their plant to South Zanesville.

Recent Fires.

Clayville, N. Y.—The entire plant of the Oneida County Farm & Tool Co., for many years known as the S. A. Millard Agricultural Works, has been destroyed by fire. The plant comprised ten buildings, all of which, with the exception of the engine and boiler house, were of wood. The loss is estimated to be between $80,000 and $90,000, while the insurance is $41,500.

Pekin, Ill.—Fire has caused damage to the amount of $5000 at the works of the Pekin Plow Co.

Taunton, Mass.—Anthony & Cushman Tack Co., factory damaged by fire at a loss of $10,000; fully insured.

Miscellaneous.

Indianapolis, Ind.—The Deere Plow Co., of Moline, Ill., will establish a large branch house in this city and excavations for a building are now being made on Senate Avenue, just below Kentucky. The building will be 120 by 70 feet, constructed of brick, and will be five stories high. It will have a handsome front of pressed brick and will cost about $26,000.

Lebanon, Pa.—The Pennsylvania Bolt & Nut Works, of this city, have completed arrangements for building a large extension to their plant here, and will also make additions to their manufacturing facilities in the factory department. The improvements will entail an outlay of $50,000.

Reading, Pa.—The Reading Hardware Co. have elected the following officers: President, Matthew Harbster; vice-president, William M. Griscom ; treasurer, Henry C. England; secretary, John C. Harbster; manager of sales department, G. M. Jacobi. The directors are: M. Harbster, William M. Griscom, Henry C. England, John G. Mohn, Jacob B. Fricker, Isaac G. Treat and John E. Harbster.

Youngstown, Ohio.—By combining the interests of the New Castle Wire Nail Co. with those of the Shenango Valley Steel Co., both of New Castle, the consolidated company is enabled to make its diversified finished product from the ore up. The company will have control of three blast furnaces having a daily output of 900 gross tons.

There are seventeen metals more valuable than gold, viz.: Iridium, valued at £60 per pound troy; gallium, £75; rhodium, £85; osmium, £120; ruthenium, £200; palladium, about £216: barium, £280; didymium, £500; cerium, £525; yttrium, £630; strontium, £670; calcium, £700; glucinum, £820; lithium, £1080; zirconium, £1115; rubidium, £1400; vanadium, £1725.

The income of the Emperor of Russia for one day is £5000; Sultan of Turkey, £3600: Emperor of Austria, £1000; German Emperor, £1600; King of Italy, £1300; Queen Victoria, £1300; King of Belgium, £1300; President of France, £1000; President of the United States, £25.

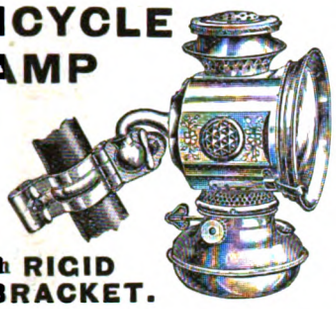
The number of mountain railways in the world in 1895 was as follows: Switzerland, 17; Germany, 14; Austria, 10; Italy, 4; France, 4; while four were distributed between Spain, Portugal, Greece and Madeira. In Asia there were three, one in Sumatra, one in Japan and one in Syria. In North America there were three, in Central America one, and in South America four.

It is calculated that a fluent speaker utters between 7000 and 7500 words in the course of an hour's uninterrupted speaking; many orators, of more than usually rapid utterance, will reach 8000, and even 9000. But 125 words a minute, or 7500 an hour, is a fair average.

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THE BANNER

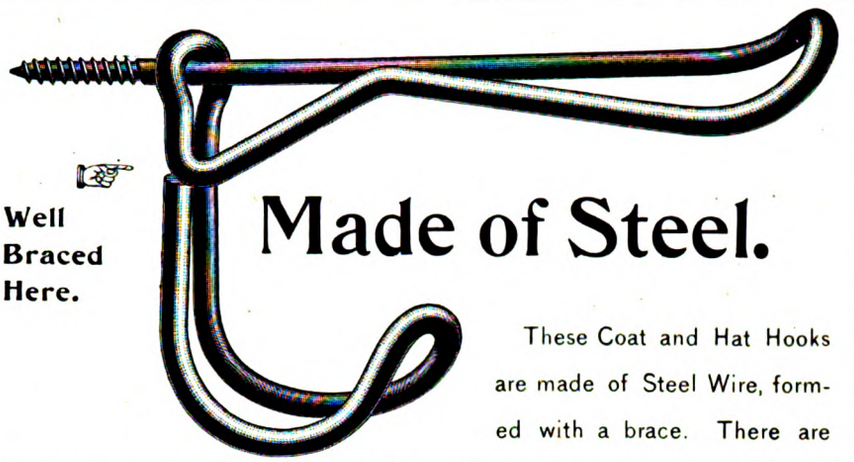
BICYCLE LAMP



With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.



Well Braced Here.

Made of Steel.

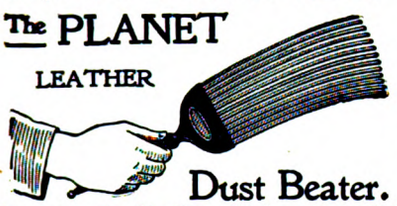
These Coat and Hat Hooks are made of Steel Wire, formed with a brace. There are three sizes, of which the cut shows the largest; they are furnished Japanned, Coppered, Berlin Bronzed and Yeddo Bronzed. Let us give you prices on these quick-selling goods.

SARGENT & CO.,

New Haven, Conn. New York. Philadelphia. Boston.

TRY SOMETHING NEW.

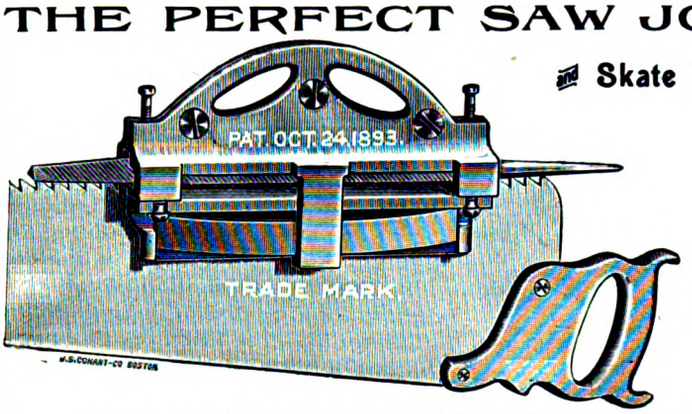
The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke. Mass., U. S. A

THE PERFECT SAW JOINTER and Skate Sharpener.



Adjustable to any thickness of blade.

Uses any common file.

Write for prices.

The only Practical Jointer and Skate Sharpener on the market.

THE PIKE MFG. CO., Sole Agents, **PIKE STATION, N. H.**

Our Covers are the most attractive ever presented for **Catalogues, Booklets, etc.** The **Colored Inserts** used in this publication are specimens of our product. . . . . .

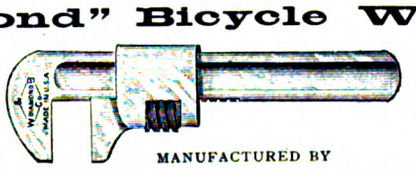
Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.

NIAGARA PAPER MILLS, (Department "B") Lockport, N.Y., U. S. A.

"Diamond" Bicycle Wrench.

Length over all - - 5½ in.
Opening bet. Jaws 1⅛ in.
Weight - - - 6 ozs.



This wrench is Drop Forged from a good quality of steel, Nickel Plated, Hardened Jaws and is very quick acting.

Secure our prices. . .

MANUFACTURED BY

THE WHITMAN & BARNES MANUFACTURING CO.,

New York, N. Y. Akron, O. Cincinnati, O. Chicago, Ill. Kansas City, Mo. San Francisco, Cal.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 491-493 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,
80 Pine Street, New York.
FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.

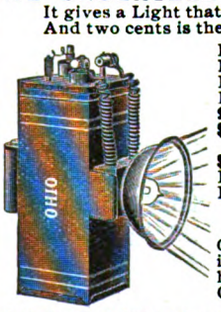
Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS.

Representing Leading Manufacturers.
(Accounts Solicited.)

304 Magazine St., New Orleans, La.

WE UNDERSELL ALL.
It gives a Light that's White and Bright,
And two cents is the cost per night.



Bicycle Elec. Lights	$4.00
Necktie Elec. Lights.	1.50
Edison Elec. Motors.	1.00
Battery Fan Motors.	5.00
$8 Medical Batteries.	3.95
$100 Bicycles, best make.....	39.00
$1.25 Bicycle Bells....	.50
Electric Bells, finest.	.30
Dry Batteries, best..	.25

Discount to Dealers.

Our Bicycle Electric Ligh is the best thing that ever happened. . . . . .
Catalogues free.

OHIO ELECTRIC WORKS, CLEVELAND, O.

HAGAN'S

TRADE MARK.



BULL DOG

LEATHER.

Bull Dog Lace Leather the best on earth. . .

JOHN C. HAGAN & CO.,
Manchester, Virginia, U. S. A.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Buffalo, N. Y.—Kensington Bicycle Co. Capital, $12,500. Directors: William J. Knowles and Maria Knowles, Brantford, Can., and C. H. Funnell, H. C. Martin and John Hauenstein, Buffalo.

Camden, N. J.— Clarence. Bowers has opened a bicycle repair shop.

Chicago, Ill. — Burnham Bicycle Specialty Co. has been incorporated by F. P. Burnham, J. H. Wilkerson and M. L. Coffeen; to manufacture bicycle specialties. Capital stock, $10,000.

Chicago, Ill.—"E" Klips Specialty Co. has been incorporated by H. C. Beitler, Thomas S. Duffy and O. B. McGlasson; for manufacturing purposes. Capital stock, $2500.

Chicago, Ill. — Imperial Tire Co. has been incorporated by A. C. McIlvaine, John R. Ickes and F. E. Van Ammon; to manufacture rubber tires. Capital stock, $20,000.

Denver, Colo.—E. T. Weiant has opened a store at No. 524 Sixteenth Street. His line consists of the Quaker, Union, Eclipse and Crawford wheels.

Fargo, N. D.—George Brown, bicycles, has opened new salesroom.

Grafton, W. Va.—Beeler & Young.

Hockessin, Del.—K. S. Chandler.

McGregor, Iowa.—Phelps & Brunner have opened a bicycle exchange in the building next door to the express office. They will buy and exchange old wheels for new ones, rent bicycles, and keep a full and complete line of bicycle sundries.

New York, N. Y.—The David Bradley Mfg. Co., manufacturers of the American bicycle, Chicago, Ill., have established an agency at No. 341 Broadway, with G. G. Patterson in charge.

New York, N. Y.—The National Slot Machine Co. of Woodmere, Queens County, has been incorporated with the Secretary of State at Albany to manufacture automatic machines for use in inflating bicycle tires. The capital is $250,000. The directors are Willis G. Nash, Albany; John B. Hartwell, Woodmere; Geo. W. Smith, Far Rockaway; George B. Gallup, Jersey City; James E. Sullivan, G. T. Waiter and Martin Stettiner, of New York City.

Rice Lake, Wis.—E. T. Boddington, bicycles, has opened new store, and he will carry a line of bicycles and bicycle sundries. He has accepted the agency for the Crescent bicycle.

Sauk Centre, Minn.—How Bros. & Co. have opened a bicycle repair shop.

Seattle, Wash.—F. Shute & Co., bicycles, have reopened for business at their old stand, No. 1010 Second Avenue, handling the Falcon wheel.

Starbuck, Minn.—O. J. Johnson, bicycles, has opened new store.

Winchester, Va.—Lewis J. Hartman has opened a bicycle repair shop in the Market House Building.

Changes and Removals.

Albany, N. Y.—The Albany Hardware & Iron Co. have opened a bicycle branch, and will keep on hand a large stock of bicycles and bicycle sundries.

Augusta, Ga.—Augusta Bicycle Exchange, bicycle sundries and bicycle repairing, No. 303 Ninth Street, are going out of business.

Beatrice, Neb.—Wm. H. Hoffstot, bicycles, succeeded by C. S. Whitehead.

Chicago, Ill.—The Rex Cycle Co., manufacturers of three-wheel cycles, have found it necessary to consolidate their interests in Chicago. They have bought out all of the Philadelphia stockholders, and increased their capital stock to $1,125,000. The new organization is headed by John Adams Drake and L. L. Smith.

Grand Forks, N. D.—Barnes & Nuss Co., bicycles, have added a bicycle repair department and livery to their business.

Hartford, Conn.—F. D. Parker & Co., bicycles, reported to have sold to Alfred B. Beam.

La Crosse, Wis.—Justin I. Steves is moving his bicycle repair shop into the Gear Building at No. 1113 Caledonia Street.

Los Angeles, Cal.—Bradford Cycle Co., sold stock to A. R. Maines Mfg. Co.

Ocala, Fla.—Young & Mente, bicycles reported to have dissolved partnership.

Paducah, Ky.—A. C. Clark has purchased the interest of J. R. Puryear in the Paducah Cycle Works on North Fifth Street.

San Diego, Cal.—Oscar Lane, bicycles, succeeded by Charles Walsh.

Santa Monica, Cal.—E. J. Clark, bicycles, reported sold to Lee Chambers.

Wells, Minn.—The Rentz Cycle Mfg. Co., bicycle factory has been purchased by J. A. Harriman, of Austin. A larger equipment will be put in and the business increased.

Westfield, Mass.—Ferris & Sanborn, bicycles, succeeded by A. A. Sanborn & Co.

Ypsilanti. Mich.—Huxton & Dawson, bicycles, etc., have moved into their new store at No. 215 Congress Street.

Recent Embarrassments.

Chicago, Ill.—George Lyon, dealer in bicycle sundries, No. 1448 Wabash Avenue, has made an assignment to John F. Lyon. Liabilities are given at $1500, with assets at $3000.

Waterbury, Conn.—The Waterbury Bicycle Wrench Mfg. Co. have assigned. William B. Brooks has been appointed receiver.

Recent Fires.

Elyria, Ohio.—Frank Warnock, bicycle repairer, stock damaged by fire.

Elyria, Ohio.—J. C. Crisp & Co., carriages and bicycles, damaged by fire.

Great Barrington, Mass.—John Brewer, Hardware, bicycles, etc., damaged by fire at a loss of $4000; covered by insurance.

Hamburg, Pa. — The Wilhelm Bicycle Works, plant damaged by fire at a loss of $70,000; insured for $42,000.

Pittsburg, Pa.—Tyler & Elliott, bicycle dealers, store destroyed by fire.

Miscellaneous.

Chicago, Ill.—National Tire Co. has certified to an increase in board of directors from three to seven.

Hagerstown, Md.—The Crawford Bicycle Works are erecting another addition to their plant, and it is reported that the manufacture of projectiles will be introduced at the instance of the national government.

Station Announcers on the Seine.

The Seine at Paris is navigated by a considerable fleet of cheap steamers, affording an excellent means of transportation along the water front, the fares being low and the time being fairly quick. For some weeks past a new system of announcing the stations at which the boats stop has been adopted. All travelers know the mistakes which are liable to occur owing to the carelessness with which the stops are called out. The system which is used is simple in the extreme. It consists of a box, at the top of which are the words "Next Station." Below this, secured at the middle of the box, are a number of signs, one for each of the stations at which the boats call. After the boat has left the station the ticket taker pushes a button which releases the top edge of one of these signs. The sign is secured by staples at the middle of the box, so that it folds down like the leaves of a book, exposing the name of the next station. The movements are very simple, and the apparatus is not liable to get out of order, owing to the fewness of the parts.—*Scientific American.*

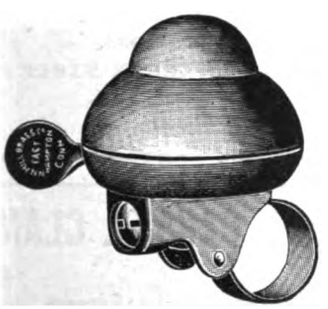
A writer in the *Ladies' Home Journal* says that one may meet as well-dressed women in Siberia as are to be found in any European city. The social forms that exist in the large cities of Russia are observed in Siberia, and the fashionable people of that vast province enjoy life to the full.—*Michigan Tradesman.*

The average girl knows enough about photography to retouch her negative when she says "no."—*Exchange.*

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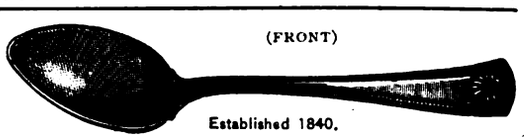


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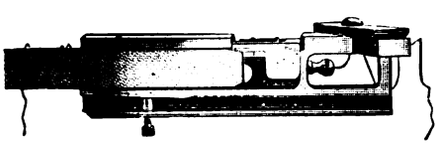
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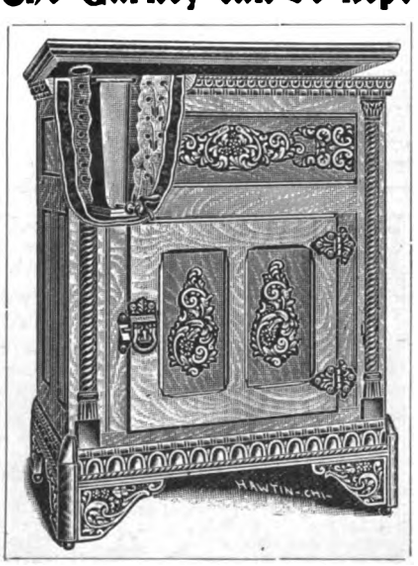
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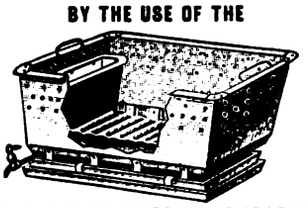
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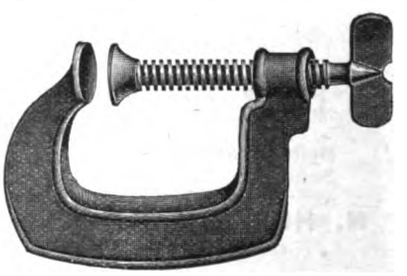
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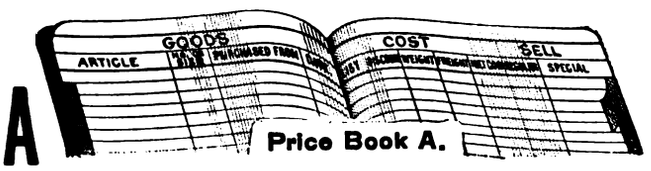
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A



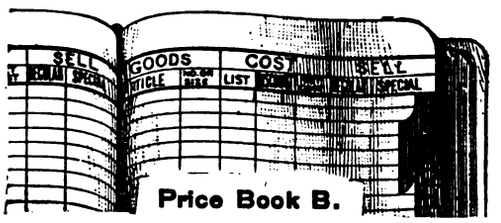
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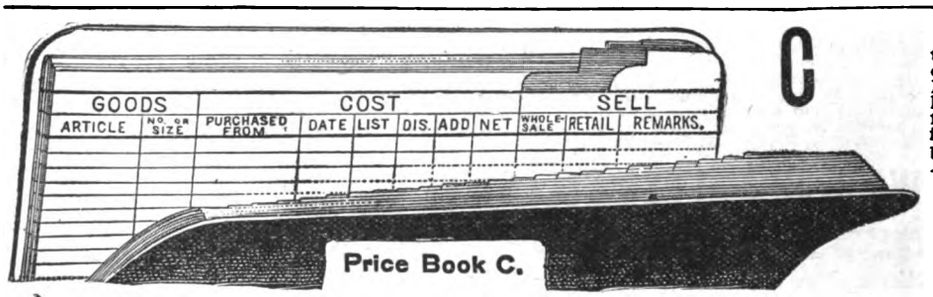
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In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

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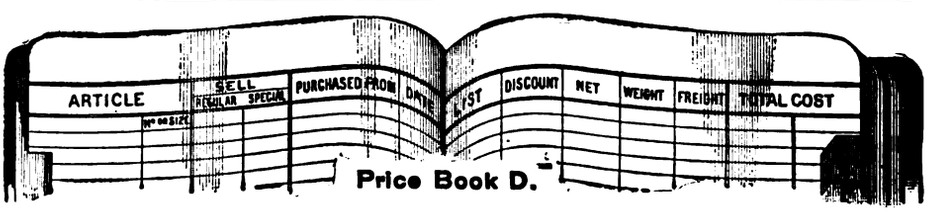
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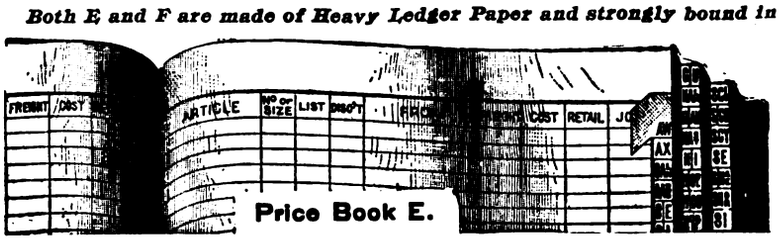
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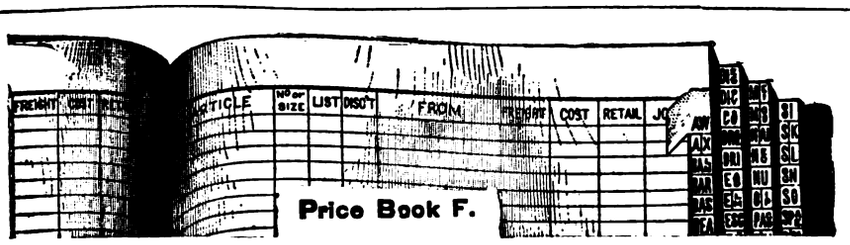
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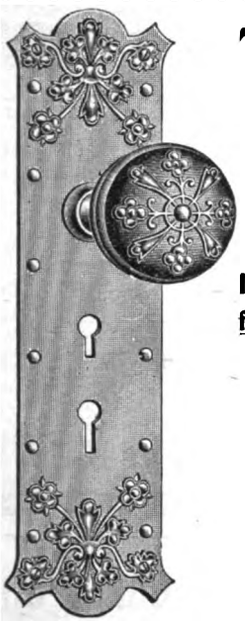
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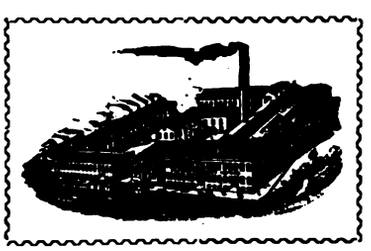
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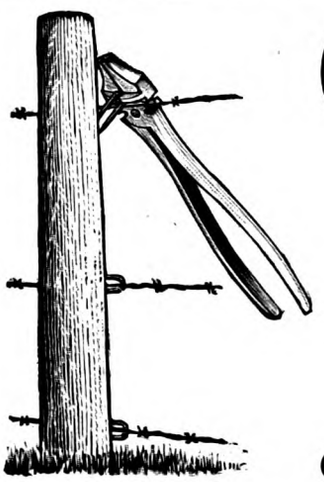
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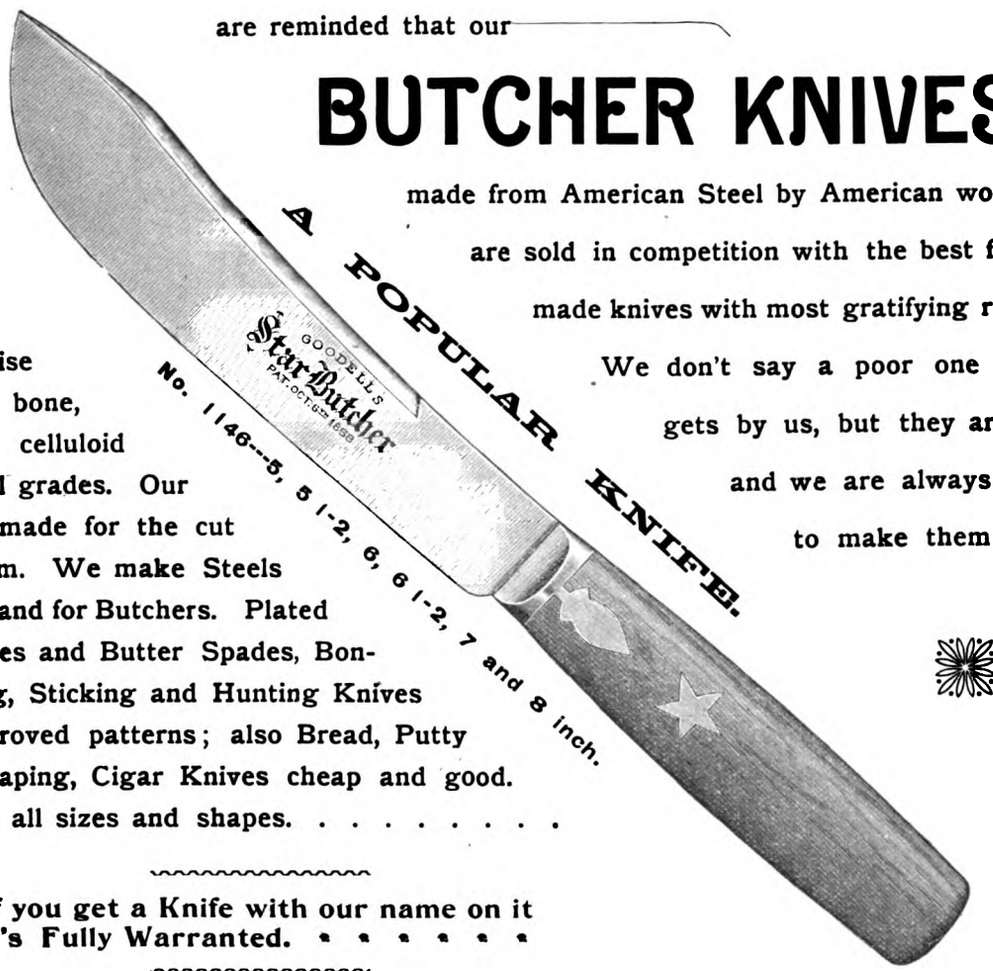
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Front Skeleton View.

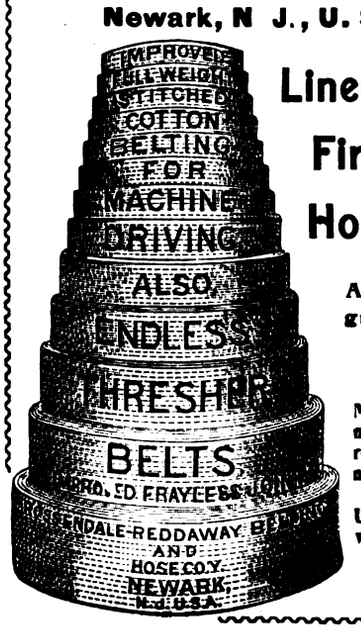
Burns any fuel, expansion and contraction provided against, consequently indestructible. By our patent flue construction heat passes three times and water four times the length of heater, making it the most rapid circulator on earth. One man builds it in 10 hours—evidence of simplicity. Will arrange for its manufacture on royalty. It's the only heating system furnishing Hot Water for Domestic use. . . . .

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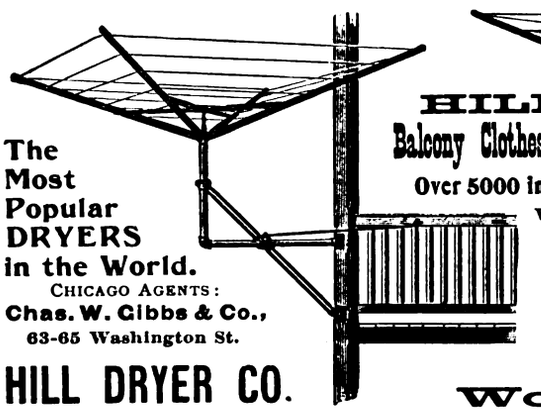
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THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
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Why, then, sell inferior Cutlery when
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Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
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Established 1836.

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Importers of

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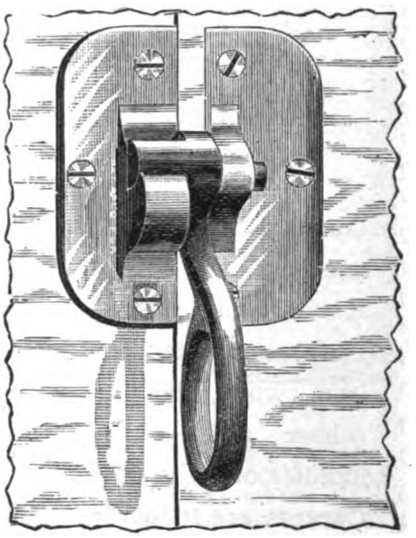
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The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

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It is a good time to look over your freezer stock and consider this fact—that a good article sold gives mutual satisfaction—a cheap one the reverse. We

ARE

the pioneers of Ice-Cream Freezer manufacture. We have studied it—made it our exclusive business. We have a good article—we devote all our time, experience, and facilities to keep the White Mountain Freezer what it always has been

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Good Morning, Gentlemen!

Want Some Tin Roofing To-Day?

$1.75 to $5.00 per Roll.

Ready For The Roof.

L. D. BERGER'S

Tinners' and Roofers' Supply House,

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CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

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RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

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SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

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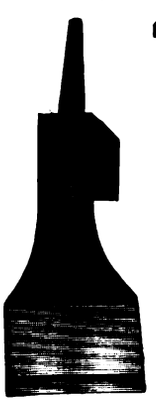
We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the BEST in the line, consequently the cheapest. . .

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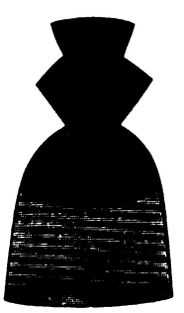
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OVAL, BEVELED, TRILATERAL, HEXAGON.
—HIGH GRADE.—
Price per gro. $5.00.
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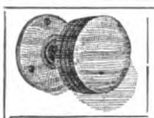
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Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

—ESTABLISHED IN 1874.—
ROCKFORD TACK COMPANY, ROCKFORD, ILL.
MANUFACTURERS OF
HIGH GRADE "Hardware" List of Tacks, Nails, Brads, &c.
Also a full line of Shoe Finder's Tacks and Nails.
—Orders Solicited.—
Prices and terms quoted promptly on application.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
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BICYCLE Supplies. . .
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STARR'S GRANITE CEMENT.
Repairs chipped and rusty spots in Graniteware. Stops Leaky Tinware, Copperware, Fibreware, Woodenware, Tin and Iron Roofs, Eave Spouts, &c. Sample and prices free to dealers.
P. H. STARR,
Box E, NORWALK, OHIO.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, in Missouri and Kansas, or Nebraska and Iowa. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

GOOD active agents wanted in every city, to sell a positive "Home Cure" for Alcoholism, thoroughly established. Best of references. Big money to good men and women. Address HOME CURE CO., Akron, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

A PRACTICAL builders' Hardware salesman, of eighteen years' experience, who has been connected with large jobbing and retail house, desires position in retail store in growing city. Can estimate from plans and specifications, and has knowledge of Hardware generally. Address "LOCKS," care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, 34 years of age; married; strictly sober; a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake, Iowa.

SHEET brass, copper—Any firm engaged, or wishing to engage in this line, either as manufacturers or sales agents, can secure the services of a young man who has had 12 years' practical experience in the manufacture and sale of the above and kindred metals. Is at present employed, but desires a change. Address "SHEET METAL," care HARDWARE, No. 143 Chambers Street, New York.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

$12 to start. Cheap but good. Wholesale or retail. Ten years' experience in wholesale Hardware and specialties in New York. Age 27. Buying, managing, bookkeeping, manufacturing. Are you looking for a capable all-round man who will increase your business? Best references. "LOCKWOOD," care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact, knowledge stenography, typewriting and double-entry bookkeeping; best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

ADVERTISING man wishes to make connections at once with a reliable and financially strong manufacturing company. Is fine writer and designer of advertising matter, and knows when, how and where to place it to advantage. Can take full charge of advertising department. Address EDW. C. WIMBROUGH, No. 530 N. 13th Street, Philadelphia, Pa.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

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Situations Wanted.

A YOUNG man, some experience as salesman, would like to engage with a reliable firm where he could learn the business, with view of representing them in the city and nearby trade. Chance of advancement looked for more than salary. G. H. Blanchard, No. 331 West Twenty-first Street, New York.

BICYCLE repairer and builder would like position with Hardware house handling wheels. Capable to take charge of bicycle department entirely; can handle fittings. GEO. GOULD, No. 114 Freeport Street, Dorchester, Mass.

SITUATION wanted as superintendent, assistant or general foreman of machine works or factory. Have extensive experience in managing the manufacture of general and wood-working machinery, machine tools and bicycles; well up in modern machine shop practice, designing, and draughting; successful in reducing cost and estimating. Address R. U. S., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by an elderly man as salesman in a retail Hardware store; city or country; over twenty years' experience. Reference, Peter Duryee & Co., New York City. JOHN BARRETT, Hudson Boulevard, West Hoboken, N. J.

WANTED by a practical mechanic with eighteen years' experience in the manufacturing of wood-working machinery and iron tools. Has had charge of machine shop for ten years and buying of supplies. A position as superintendent, assistant manager or traveling salesman. A1 references. Address H. A. CANT, Lancaster, Erie County, N.Y.

MAN, thirty-one years old, wants to change his position; nine years' experience in retail Hardware as bookkeeper, buyer and salesman. Experience on road. A1 city reference given. Moderate salary. Address LOCK, Box 34, Jeannette, Pa.

POSITION as head of department, purchasing agent or salesman, sixteen years' experience; two years with one of the largest retail houses in New York State; first-class references; Eastern States preferred. Address M., care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (German) desires position in a Hardware house, wholesale or retail, has some knowledge of the business. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED, by established company with necessary capital, control of good selling specialties in Hardware, house-furnishing, metal and kindred lines, for specified territory. This is an exceptional opportunity for manufacturers to establish good connection. Address "EXPANDED," care HARDWARE, No. 143 Chambers Street, New York.

A TRAVELING man, representing a manufacturer on a salary, wants to take some lines of cutlery, Hardware and woodenware specialties on commission in Ohio, Michigan and Indiana. Address 2030 Franklin, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman wishes to add good selling line for Hardware, paint, cycle or general store trade. References; state particulars, and address "36," care HARDWARE, No. 143 Chambers Street, New York.

AN A No. 1 side line wanted by a first class specialty salesman, visiting Hardware and cutlery trade throughout New England States. "ESTABLISHED TRADE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman throughout New England and Middle States, with permanent address on Broadway, New York, would like novelties and lines of S. M. belts, oil or tailor's shears. Exclusive agency in above territory preferred. Address JOHN F. DOWD, No. 239 Broadway, New York City.

Side Line Offered.

SALESMEN WANTED to sell a fine all steel sash pulley on a commission basis, as a side line. Write fully of your present connections and territory covered. References desired. This is a good chance to make some money on a good article. G. R. SASH PULLEY CO., Grand Rapids, Mich.

TRAVELING salesmen visiting Hardware, tin and stove department or general store trade in Ohio, Michigan, Indiana and Illinois to carry side line. Seasonable goods and fast sellers. Address "COMMISSION," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—Traveling salesmen visiting the wholesale Hardware and rubber trade to carry an up-to-date patented novelty as a side line. Send 50 cents for sample, post-paid. Address ORDNER MFG. CO., Cleveland, Ohio.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

FRONT portion of loft, one flight up, suitable for manufacturer's sample room; very light; steam heat. Located in heart of wholesale district. Will lease for one year from May 1st. Address "EXCELLENT," care HARDWARE, No. 143 Chambers Street, New York.

ONE of the finest rooms in Ohio, finished specially in hard woods for Hardware trade and used for such twenty-six years, may be enlarged to include tinware, plumbing and roofing. Rare opportunity. Address W. B. Carey, Salem, Ohio.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE STOCK for sale. Taken for debt—will sell cheap. Suitable for anyone wishing to start in the Hardware business. For particulars, address "E. H. W.," P.O. Box 1592, Philadelphia, Pa.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty-miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

NEW, well selected stock of Hardware, builders' supplies, stoves, paints, etc. Trade well established. Located in a first-class town of 3000 inhabitants. Cousidered the neatest store in Central Ohio. Splendid farming country surrounding. Will be sold to dissolve partnership. Address X. Y. Z., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE store twenty miles from New York; doing good business. Rare chance for a live man. Owner will give satisfactory reasons for disposing of same. Price, $3500. Address H. H. G., P.O. Box 2383, New York City.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No. 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Hardware Specialty Agency Wanted.

A RELIABLE house on the Pacific Coast wants exclusive agency for Hardware and specialties on commission basis. A first-class chance for those who wish to extend their Coast connections. Address A. R. D., care HARDWARE, No. 143 Chambers Street, New York city.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

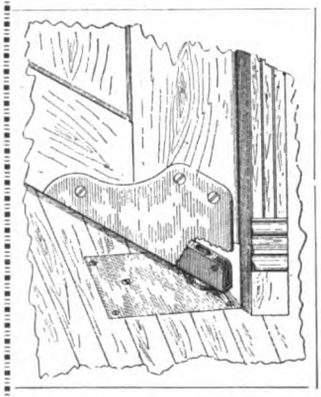
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Mention "Hardware."



The Matchless Double Acting

FLOOR SPRING HINGE.

. . . . BALL BEARING.

For Vestibule, Butler's Pantry and Outside Doors, they cannot be excelled.

LAWSON MFG. CO.,

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Do You Want Something Made?

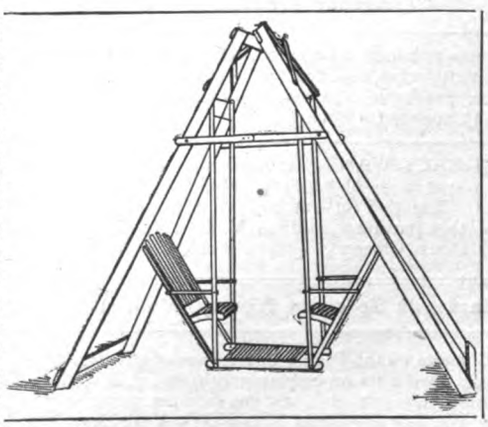
My Specialty is to Manufacture for Other Parties.

Reasonable arrangements can be made. WRITE ME TO-DAY.

C. H. Angus, . Albany, N. Y.

Mfr. of Castings; Nickel and Brass Plating, Metal Pattern Maker, etc.

The ALASKA LAWN SWING.



THE demand for the **Alaska** is such that its merits and selling qualities cannot be questioned. Made of good material and well finished. Its peculiar construction is such that it can be easily folded, set up or taken down in an instant. The seats are thoroughly adjustable; can be placed in any position desired. While the **Alaska** possesses many desirable features not found in others, yet its simplicity in construction enables us to quote

A price to the trade only, of $3.75 each; terms net cash.

DAIN MANUFACTURING CO., CARROLLTON, MO.

H. & R. ARMS COMPANY "BICYCLE" REVOLVERS.

Made in 22 Calibre Rim Fire and 32 Calibre Central Fire, Double Action, with 2-inch Barrel.....

We manufacture a very large line, which includes Revolvers suitable for the Fourth of July trade. No dealer can afford to be without our make of Revolvers. New Illustrated Catalogue of our complete line sent to any address on application.



HARRINGTON & RICHARDSON ARMS CO., WORCESTER, MASS., U. S. A.



The . . .

"Advance" line Blacksmith's DRILLS.

Hand or Power
Fast or Slow Speed
Self Feed

ALSO . . .

Silver's OLD LINE Hand Drills.

Silver's Power Post Drill
Cut Gears, Lever Feed, 19 inch Swing.

Silver's Power Base Drill,
Cut Gears, Combined Lever and Wheel Feed. Round or Square Base, 20 inch Swing. . .

The last two drills are supplied with counter-shafts, and are suited for new work or repairs.

THE SILVER MFG. CO.,
SALEM, OHIO.

"With Gratifying Results"

New York Belting & Packing Co., Ltd., New York. [*Belting, Garden Hose, Water Hose, Steam Hose, Packing and Rubber Specialties*]: We have been carrying quite a prominent advertisement in Hardware with gratifying results. That we expect to continue this advertisement is the best evidence we can give of our regard for it as an excellent medium.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... } 40&12½&5
Railroad.....

Ammunition—

CAPS, PERCUSSION—₩ 1000—
M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....36 @ 30c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.35&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$2.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.10@1.15
B.B. Caps, Con. Ball, Swgd $1.75@1.80

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....25&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 35½&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 4 &10&½@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10..70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 25&10

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.15
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.40
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag...$1.40
Buck Shot, 5-lb bags, ₩ bag....$ .35
Chilled Shot, 25-lb bags, ₩ bag..$1.40
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag.....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1lb each..... .25
F, FF, FFF, in canisters of ½lb each..... .15
F, FF, FFF, in canisters of ¼lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25lb each..... 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF in ¼ kegs of 6¼lb each..... 1.25
Meal Powder, In kegs of 25lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25lb each..... 1.50
Fourth of July Powder, In kegs of 25lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing'e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 1.75
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Galien Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz. $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs. $1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.80
Perfect, No. 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75@75&10%
Cincinnati Tool Co.:
Brace twist drills for metals. 50&5@50&10%
Brace twist drills for wood. 40&5@40&10%
Screw and plug.....35&10&10%
Cleveland Wood Bits for Brace, Style A, No. 114.....50&5%
Common Auger Bits...75&5@75&10%
Cook's Circular Lip.....60%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....35%
Ives' Circular Lip.....65%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip.....40%
No. M Extension Lip pattern car bit.....40%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 35&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $14.00, 20%
Cincinnati Adjustable.....35&10%
Cincinnati Standard.....35&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Cincinnati.....35&10&10%
Clark's small, $18.00.....45%
Clarks' Large, $36.00.....45%
Ives' Model, ₩ doz. $30....50@50&10%
Steer's No. 1, $36; 2, $18.....40%
Stearns' No. 2. $48.....20%
Swan's.....40@40&10%

GIMLET BITS—
Diamond ₩ doz. $1.25.....40&10%
Double Cut, Shepardson's.45&10@ 50&10%
Double Cut, Common, ₩ gro. $2.75 @$3.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ladds'.....70%
C. E. Jenning & Co.:
Double Cut.....50%
German.....50%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60%@70%
K. & F.....60&10&10&5%
Syracuse, for wood.....40%
W. & B. Diamond.60&10@60&10&10%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Twist Drills.....60&10@70%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's.....15&10%
Snell's.....30&10@40%
Watrous'.....40%

Awls—

Dunlap's Brad.....25%
Dunlap's Handled.....25%
Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.75@$4.00
Pat. Peg ₩ gr.....35@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad, ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 43, $10.50; 43, $13.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7.....60%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $13; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.

Axes—

First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

AXES, HANDLED—
Peck's:
Champion Blade...per doz., $12.00
Empire.....per doz., $9.00
Firemans'.....per doz., $36.00

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 50@50&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&12½%
Lathing.....50%
Shingling.....50%
Warehouse.....40&12½%
Vulcan Tool Co.....50%

Balances—

Chat llon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40%
Silver Chime.....40%
White Metal.....65&10%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Common Wrought.....60&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10&5%
Moulders.....50&5@50&10&5%

Belting, Rubber—

Boston Belting Co.;
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....1f@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair, $7.00

Bit Holders—

Angular.....40&5%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives' ₱ doz. $30.00.60&10@60&10&5%

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00....50&10&5%
N rth's.....10%
Zimmerman's.....50&10@50&10&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhans Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....65&10%
Washburn's Plate ₱ gr.....$9 00
Zimmerman's.....50&10@50&10&10%

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&5@70&10%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....8.s
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....70%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....70%
Ives' Patent Door Bolts...60&10&5@ 60&10&10%
Wrought Barrel.....75&10@80%
Wrought Square..70&10&10@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&10%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&5@75&10%
Norway Iron, list Oct. '84..75&10@ 75&10&5%
Phila., Eagle, list $3.00.....85&10%
R. B. & W., $3.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75&10%
Bay State, Fluted.....75&10%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
Eagle.....85%
R. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	$3.00
Millers Falls.....		7.50 15&10%
Other Machines....	2.25	2.50.....net
Phillips' Patent with Augers.....	7.00	10....
Snell's. Rice's Pat.	2.50	$3.75

Bow Pins—

1½ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Bartholomew's:
Nos. 25, 27 and 30.....70@75%
Nos. 117, 118, 119.....70&75%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114c.....60&10%
No. 208½@212½.....60%
Lancaster Mach. & Knife Works.45%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list.....70&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....85@85&10%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@35%
Dunlap's Family.....35%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & J. White.....35%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Bung Hole Borers—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40@40&10%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40@40&10%
Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75@75&5%
Loose Joint, Japanned.....75@75&5%
Loose Joint, Jap. with Acorns, 75@75&5%
Loose Pin.....75@75&5%
Mayer's Hinges.....75@75&5%
Parliament Butts.....75@75&5%
Sargent's:
Fast Joint, Broad.....60&10%
Fast Joint, Narrow.....60@60&10%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc..
} 75%

Can Openers—

American.....₱ gross $1.75@$1.90
Columbian.....₱ gro. $14.40
Dunlap's Iron Handle, No. 3 ₱ gr. $12.00.....25%
Dunlap's Sardine Scissors, ₱ doz. $5.00.....25%
Dunlap's Wood Handle No. 2 $1.75.25%
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle. ₱ gr....$2.00@2.25
Sardine Scissors...₱ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₱ doz. $3.00.....55&5%
World's Best, ₱ gr., No. 1, $12.00; No. 2, $24.00; No. 3, $36.00...50& 10%

Cards—

Cotton.....30@35%
Horse and Curry.....30@35%
Wool.....30@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz. 75@$1c
Cast Steel, Polished.....₱ doz. $2.25
Dunlap's.....20%
Excelsior.....25%
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell's:
Gold Medal....
Grand.....
Grand Rapids.
Hall.....
Prize.....
Premier.....
Superior.....
} Cyco-Bearin.. ₱ doz. $24.00 ₱ doz. $30.00 ₱ doz. $32.00 ₱ doz. $60.00 ₱ doz. $24.00 ₱ doz. $24.00 ₱ doz. $24.00
Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $32.00
Furniture Protector, Nickel.....₱ doz. $34.00
"Standard A," Jap...₱ doz. $30.00
"Standard A," Nick..₱ doz. $32.00
Standard.....₱ doz. $34.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.50
Child's.....₱ doz. $3.00
Little Jewel.....₱ doz. $4.00
Little Queen.....₱ doz. $4.00
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

	New Prices Per Doz.
"Improved Victor," ₱ doz. net	$18.00
"Criterion," ₱ doz. net	$16.00
"Popular," ₱ doz. net	$12.00
"Sovereign," Jap. ₱ doz. net	$17.00
"Sovereign," Nic. ₱ doz. net	$19.00
Goshen Sweeper Co:	
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$20.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap.	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap.	$20.00
Easy, Cam Action, Nic.	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic.	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72 00

Casters—

Bed.....60&10&10@70%
Deep Socket.....60@ 0&5 0%
Giant Truck Casters.....25%
Gwinner's Common Sense.....50%
Gwinner's Hercules.....50%
Martin's Patent (Phoenix). 60@60&5%
Plate.....60&10&10@70%
Socket Truck Casters..45&10@45& 10&10%
Stationary Truck Casters.....50&10%
Store Truck.....55%
Swivel Truck.....60&10&10%
Tucker's Patent, low list..50@50&5%
Yale Casters, list May, '84.....50&5%
Yale Gem.....70&10&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, Ass'n cask prices.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.50	4.10	3.10	2.75	2.70	2.50	2.35	2.25

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₱ dos. $4.00

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Hinsdale.....
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Winsted Edge Tool Co.....
} 75&10 &5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Rox.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
Cold Chisels, good quality, ₱ D 14c@16c
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....50@50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati...15@15&10%
Adjustable, Hammers.....15@15&5%
Adju table, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10%
Carpenters', Cincinnati...1f@15&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.50
Star Socket.....₱ doz. $3.75

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..1%
New '98, Chicago..Each $1 .75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz $7.20 net
Mascott.....₱ doz $5.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....35%
Logan & Strobridge Co....net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & L. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg. Co. 40& 10@50%
Samson.....₱ doz $10.00
Williamson's.....40%

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Corn Hooks -

Kretzinger Cut-Easy, ℔ dos. $3.00 net

Corn Knives and Cutters—

Bradley's....10%
Wadsworth's....25@25&10%

Counter Sinks—

Adjustable....20%
Countersink Bits....40&10%
Shepardson's Diamond....40@45%
Smith's....25%
Wheeler's Patent....40%

Crayons—

Sargent's List....20%
Dixon's
Eclipse....℔ gro. $3.75
Emerald....℔ gro. 5.00
Oriole....℔ gro. 5.00
Rainbow....℔ gro. 2.81
Solid....℔ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96....25&10%
Perfect....25&10%
Rubber, ℔ dos. $7.50....20@20&10%
Southington Cutlery Co.'s List, Nov. '96....25&10%

Cycle Hangers—

Lane's....33⅓&5%

Diggers—

See Post Hole, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)...50&10%
Keystone Mfg. Co.:
Low List....50%
Leather Muzzles....50&10%
Medford Fancy Goods Co. list..40& 10@50%
Union Hardware Co. New List. 50&50&10%

Door Checks—

Bardsley's....20%
Eclipse....60@60&10%
Unity F. G....50%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Foster's (Coil)....30%
Gem (Coil), list Oct. '95....25%
Norton....40@50%
Rubber, complete, ℔ dos. $5.50. 66⅔@70%
Star (Coil), list Oct. '95....33⅓&10%
Torrey's Rod, 39 in, ℔ dos $1.20@1.35
Victor, Coil....60&10@60&10&5%
Warner's....55@55&10%

Drawer Pulls—

Sargent's List....60%

Drawing Knives—

Adjustable Handle....40@40&10%
Bradley's....35%
Douglass....75@75&10%
Jennings & Griffin....75&5%
Merrill & Wilder....60&10%
Mix, New Haven, P. S. & W, Witherby....75& 10& 5%
Watrous....30@30&10%
L. & I. J. White....30&5@35%
Wilkinson's Folding....25@25&5%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'....each $1.75
Breast, Bartholomew's No. 12, ℔ dos....$16.00
Breast, Millers Falls, each..$3.00 15&10%
Breast, P. S. & W....40&5&5%
Breast, Wilson's....30&5%
Graves Drill Stocks....40%
Ratchet, Billings' Dble. Acting. 33⅓%
Ratchet, Ingersoll's....25%
Ratchet, Merrill's....20@20&5%
Ratchet, Moore's Triple Act..25@30%
Ratchet, Parker's....40%
Ratchet, Whitney's....20&10%
Ratchet, Weston's....20@25%
Stearns' Bench....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co....30%

Egg Beaters—

Dover (Standard Co.) No. 10 ℔ gro. $9.50
Dover Extra Heavy (Standard Co.) No. 15....℔ gro. $21.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral....℔ gro. $4.25@$4.50

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric....$2.00 each, less 50%
Annunciators, $1.50 ℔ drop, less 50%
Batteries, Leclanche...60c. each, less 50%
Batteries, Carbon..60c. ea., less 50%
Batteries, Medical, $3.50 ea., less 50%
Batteries, Dry....50c. ea., less 50%
Bells, Electric, 2¼, 50c. ea., less 50%
Call Bell Outfit, Electric...$2.00 each, less 50%
Desk Pushes Electric..80c. each, less 50%
Door Springs, Electric..24c. ea., less 50%
Early Risers' Set, Electric..$3.50 each, less 50%
Floor Pushes, Electric...6 0c. ea., less 50%
Gas Burners, Electric....50c. ea., less 50%
Gravity Batteries, $1.00 ea., less 50%
Hydrometers....75c. each, less 50%
Incandescent Lamps..40c. each, less 50%
Induction Coils, Telephone 60c. each, less 50%
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone, $7.00 each, less 50%
Push Buttons, Bronze, 20c. each, less 50%
Push Buttons, Wood..10c. each, less 50%
Sal Ammoniac...18c. ℔ ℔, less 50%
Switches, 1 pt....20c. each, less 50%
Switches, 2 pt....24c. each, less 50%
Switches, 3 pt....28c. each, less 50%
Spark Coils, 8 pt..$2.00 ea., less 50%
Spark Coils, 10 pt $2.40 ea., less 50%
Spark Coils, 12 pt....$2.80 each, less 50%
Tape, Insulating, 80c. ℔ ℔. less 50%
Tube, Speaking, $21.00 ℔ 1,000 ft. less 50%
Whistles, Speaking Tube, N. P., 2.00 ℔ doz., less 50%
Whistles, Speaking Tube, Porcelain....75c ℔ doz., less 50%
Wire Winders, $10.00 each, less 50%
Window Springs, Electric..24c. each, less 50%
Yale Lock Switch, Electric, $2.50 each, less 50%
Zincs, Leclanche...04c. ea., less 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 150 gr.	Flour, CF F FF.
Kegs, ℔ ℔	4½c	5c	8c
½ kegs, ℔ ℔	4¾c	5¼c	8½c
¼ kegs, ℔ ℔	5c	5½c	8¾c
10 ℔ cans, 10 in case	6c	6½c	5½c
10 ℔ cans, less than 10	10c	10c	6c

Enameline—

No. 4, ℔ gro....$4.50
No. 6, ℔ gro....$7.20

Escutcheons—

Brass Thread....60@60&10%
Wood....35%

Escutcheon Pins—

Brass....70@70&10%
Iron, list January, 1890....60@60&5%

Farriers Knives—

"Challenge"....℔ dos. $3.00
Popes....℔ dos. $3.00
Wilkinson's....℔ dos. $3.00

Faucets—

Brass Globe Cocks....60&10%
Brass Racking....60&10%
Burnside's Red Cedar....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball....25%
Fann's Cork Stops....60%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key....50&10%
John Sommer's "Duplex," Metal Key....60%
John Sommer's "Buckeye," Metal Key....40%
John Sommer's "Rochester," Metal Key....50%
John Sommer's "Rival," Metal Key....50%
John Sommer's "Crescent," Metal Key....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined....50%
John Sommer's "Reliable," Cork Lined....50&10%
John Sommer's "Common," Cork Lined....70%
John Sommer's "O. K.," Cork Lined....50%
John Sommer's "Chicago," Cork Lined....60%
John Sommer's "Perfection," Cedar....40%
John Sommer's "No Brand," Cedar....50&10%
Star....60@60&5%

SELF MEASURING—

Enterprise ℔ doz. $36.00....40%
Lane's ℔ doz. $36.00....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American....70&10@75%
Arcade....70%
Derby....75&10%
Disston's....75%
Economy....75&10%
Great Western....70&10@75%
Kearney & Foot....70&10@75%
Nicholson....70%
Nicholson's X. F. Files...80@80&10%
Royal....75%
Second Quality Files....80@80&10%
Tiger....75%
Troy File Works:
Files....70&10%
Rasps....70%
Victor....75&10%

IMPORTED—

Stubs....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ℔ dos.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base)....10%

Fish Scalers—

Covert's Saddlery Works:
Great American....60&30%
Fitch's....25&10%

Fluting Scissors—

List....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading....75&5&2%
Iowa Farming Tool Co.:
Barley....70&15%
Victor, Hay....70&12½%
Victor, Manure, 4 tines....70&12½%
Victor, Manure, 6 tines....70&20%

Freezers, Ice Cream—

Blizzard....net
Gem....net
Granite State....net
Improved Arctic....net
Keystone, P. D. & Co....20%
Ohio....60&10%
Packer's:
Confectioner's Machine....net
Double Action Standard....net
Good Luck....net
Standard....net
Shepard's Lightning....net
White Mountain....net

Fruit, Wine and Jelly Presses.

Enterprise....35%

Fry Pans—

Acme Fry Pans....70&10%
Polished, regular goods...75@75&10%
Standard List....75&10@60%

No.	0	1	2	3	4
℔ dos.	$3.00	$3.75	$4.35	$4.75	$5.35
No.	5	6	7	8	
℔ dos.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ℔ 1000 ft..$2.60
Common Cotton Fuse, ℔ 1000 ft.$2.90
Single Taped Fuse....℔ 1000 ft.$3.50
Double Taped Fuse....℔ 1000 ft.$4.70
Triple Taped Fuse....℔ 1000 ft.$5.70
White Gutta Percha Fuse, ℔ 1000 ft.$5.30

Gas Burners, Self-Lighting—

Gem....℔ doz. $2.50
In lots of 3 dos....℔ dos. $2.35

Gauges—

Bemis & Call's Steel....50%
Boss, Screw Pitch....33⅓%
Clapboard....25&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's....60&10%
Stanley's Chisel....25&10%
Starrett's Surface, Center and Scratch....25&10%
Copeland Champion Bit ℔ doz $3.00 net
Stubs' Wire and Drill....30%
Wire, Morse's....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

"Bee," ℔ gr $12....25@25&10%
Bell Hangers....50%
"Diamond" Gimlets ℔ gr. $4.00@4.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ives'...60&10@60&10&5%
"Eureka" Gimlets.60&10@60&10&5%
Metal head....55%
Nail Gimlets:
Assorted 1, 2 and 3....℔ gr. $1.50
Assorted 2 and 3....℔ gr. $1.70
Pod....50%
Star....50%
Spike Gimlets:
Assorted 1, 2 and 3....℔ gr. $2.00
Assorted 2 and 3....℔ gr. $2.35
Wood head....50&10%

Glue—

Dodd's Liquid Glue....25&25&10%
Le Pages Liquid....25&25&10%

Glue Pots—

Family, Howe's "Eureka"....50%
Family, L. F. C.'s "Handy"....60%
Enameled....45@50%
Tinned....45@50%

Graters—

Champion Nutmeg....℔ doz. $9.00
Edgar's Nutmeg..℔ gro. $10.50..10%
Enterprise....35%
Rotary Nutmeg....℔ gro. $9.00

Grindstone Fixtures—

Howard Iron Co....30%
P., S. & W. Co....60&10&10%
Russell & Erwin....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Hafts—

Britton's....℔ doz. $6.50

Halters—

Covert Mfg. Co....45&3%
Covert's Saddlery Works: '96 List....60&30%
Upson & Woodins....40%
Wright's Animal Tether....30%

Hammers—

HANDLED HAMMERS—

Atha Tool Co....50&10@60%
Henry Cheney Hammer Co.
Handled Claw....40&10%
Machinists'....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley....50@50&10%
Dunlap's Patent....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75....40&10%
Maydole's....33⅓&5@40&5&5%
Peck, Stow & Wilcox....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail....40&12½%
Other Brands....50&10@60%
Sargent's New List....45@50%
Verree....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 ℔...℔ ℔ 40c
3 to 5 ℔....℔ ℔ 36c } 75@80%
Over 5 ℔....℔ ℔ 30c
Wilkinson's Smiths....9½c@10c℔ ℔

Hammock Ropes—

Covert Mfg. Co....45%
Covert's Saddlery Works....60&30%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%

Door or Thumb:

Nos.	0	1	2	3	4
Per dos.	$ .90	1.00	1.08	1.25	1.50

50&10@60%

Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES—

Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.60
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....℔ gr. $3.25@3.50
Auger, large....℔ gr. $3.00@3.25
Auger, Douglass', Pat. ℔ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33%....40%
Auger, Swan's, Pat. ℔ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....℔ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....℔ gr. $1.35@1.40
Firmer Chisel, Apple ass'd ℔ gr. $1.25@2.50
Firmer Chisel, Apple large ℔ gr. $2.75@3.00

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Firmer Chisel, Hickory ass'd ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc. 50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane 40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins 40%
Boynton' Loop Saw Handles, 50c. 60%
Champion 45@45&10%
Sensible ₱ doz. pr. $5....60%

Hangers—
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00 50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door 50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00 70&10%
Cronk's Steel cov'd Loose Axle. 60&20%
Davis Parlor Door 50@50&5%
Duplex (Wood Track) 60&10&5%
Kidder's 50@50&10%
Lanes Barn Door:
Covered 60&10%
No. 50 60&5%
New Model 60&10%
Parlor, Standard 40&10%
Standard 60&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₱ dozen pairs 60&10%
Nansen Roll Bearing Hanger. 60&10%
Reed's Steel Arm 50%
Rider & Wooster, No. 1, 62½c.; No. 2, 75c. 40%
Richards' Single Track, Steel. 50&10%
Star 50&10&10%
Stearns' Challenge 50@50&5%
Sterling's Impr'd. 60&10@60&10&10%
Stowell Barn Door:
Badger 60&10%
Climax 55&5%
Interstate 60&15%
Magic 50&10%
Matchless Covered 60&10%
Wild West 50&5%
Zenith 50&5%
Baggage Car Door 60&5%
Elevator 40%
Railroad 50&5%
Terry Ideal 60&10%
Terry's Modern 60%
Terry's Modern, Covered 60%
Terry's Safety 60&5%
Terry's Solid 60&10&10&5%
Terry's Wrought 60&10&10%
The Boss 60&10@60&10&5%
Universal Anti-Friction 40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat. 20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 ₱ doz. 40&10%
Wrought 65&10@65&10&5%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point 50%
Auburn Straw 40%
Lightning, from jobbers. $6.00@$6.25
Wadsworth's 40&5@40&7½%

Hedge Shears—
Wm. Wilkinson & Sons 50%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T. 75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate } 70&10@70&10&5%
Rolled Raised }
Plate Hinges "Providence" 6 to 12 in. ₱ lb. 5c. 14 to 36 in. ₱ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., ₱ lb. 2½c; 14 to 20 in., ₱ lb. 3½c; 22 to 36 in., ₱ lb. 3 c

STRAP AND T HINGES—
Light Strap Hinges 75&10&5%
Heavy Strap Hinges 80&10%
Light T Hinges 75%
Heavy T Hinges. 75&5%
Extra Heavy T Hinges 80%
Long Chest Hinges 60&10%
Hinge Hasps 60&10%
Crate Hasps 60&10%
Crate Hinges 75&10&5%

SPRING HINGES—
Acme 60&5%
American 30%
Bommer's 40%
Bardsley's Patent Checking 15%
Chicago 30%
Crown 30%
Champion 60%
Devore's No. 1 ₱ gr. $12.00
Geer's Spring and Blank Butts...40%
Gem 30%
Kell's American 30%
Matchless, Double Acting 25%
New Idea, No. 1, ₱ gro. $7.50
New Idea, No. 2, ₱ gro. $18.00
Oxford 30%
Rex ₱ gr. $12.00
Royal Japanned 66⅔%
Rubber 66⅔%
Sargent's List 1894:
Bronze Metal 75&10%
Japanned Surface, Single 70&10%
Japanned Surface, Double 60&10%
Mortise 55%
Model 70@70&10&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double 70%
Vigilant 50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894 30%
Union Mfg. Co. 35%
Wiles' No. 1, ₱ gr., $16.00; No. 2. $12.00

GATE HINGES—
Automatic ₱ doz $12.50, 50%
Common Sense ₱ doz pair $4.50, 50%
Clark's Nos. 1, 2, 3 70&10&5%
Long's Self Closing 50%
N. E. ₱ doz $7.80 60@60&10%
N. E. Reversible ₱ doz $5.60 60@60&10%
N. Y. State ₱ doz $4.90 60@60&10%
Reed's Latch and Hinges ₱ doz $13.00, 55%
Seymour's 45&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10&5%
Western, ₱ doz $4.20 60@60&10%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 50&10%
Mortise Gravity 50%
Nos. 1, 3, 5 60&10%
Nos. 40 and 50 50%
Huffer 65%
Parker 75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter 80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5 80&10&5%
Champion Gravity Locking, No. 75 80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 50&10%
Tip Pattern, Nos. 1, 3 and 5, 80&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 10 and 10½ 80%
Niagara Gravity Locking, Nos 1, 3 and 5 80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter 80&10&5%
Pioneer, Nos. 060, 45 and 5½ 75&5%
Steamboat Gravity Locking, No. 10 80&10&5%
Stenger's Noiseless 75%
Mortise Gravity 50%
Stanley's Steel Gravity Blind Hinges, ₱ doz. sets $1.80 40&10%

Hitching Cords—
Covert Mfg. Co. 45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. ₱ doz. $3.50 net
Crescent Cultivator, 7 in. ₱ doz. $3.75 net
Crescent Double-Bit ₱ doz. $4.00 net
Crucible Cut-Easy ₱ doz. $4.50 net
Cotton 80&10%
Dunlap's Boys', Ladies', Toy 30%
Garden 30%
Ladies' and Boys' 80&5%
Mortar 75&25%
Iowa Crucible Socket 75&30%
Magic ₱ doz $4.00
Mattock Hoe ₱ doz. $3.75 net
Planter's 80&15%
Texas Cut-Easy ₱ doz. $4.25 net
Warren Hoe 60&10%
Weeding 75&5%

EYE—
American Axe & Tool Co. 70%
Grub 70&10@75&5%
Lane's:
Crescent Planters Pat. 45&5%
Razor Blade, Scovil Pat. 60&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil 30@30%

Hog Rings and Ringers—
Hill's:
Rings ₱ gr. boxes. $3.00@$3 25
Ringers ₱ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₱ doz. $9.00
Perfect Rings ₱ gro. $7.00@$7.50
Perfect Ringers ₱ doz. 80c

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware 40&10%
Peerless Enameled-Ware 70&10%
Crystal Steel-Ware 50&10%
Blue and White-Ware 50&10%
White-Ware 25&10%

STOVE HOLLOW-WARE:—
Ground 60&10&10@70%
Unground 70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans 62½@65%
Maslin Kettles 75&5@75&10&5%
Tinned Boilers and Saucepans. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co. 40&5%
Reed & Barton 40&5%
Rogers & Brother 40&5%
Simpson, Hall, Miller & Co. 40&5%
William Rogers Mfg. Co. 40&10%

Hooks—
BUSH—
Jennings & Griffin's 40&10%
Light ₱ doz. $5.00; Medium ₱ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list 60&10&10%
Bird Cage, Reading 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list 50&10%
Chandelier 70%
Clothes Line, Sargent's list 50&10%
Coat and Hat, Sargent's list. 50&10%
Coat and Hat, Reading 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list 50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Wardrobe 55%

WROUGHT IRON—
Cotton ₱ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works 30%
Hammock Hooks, E. C. Stearns, ₱ doz. 60%
Picture, T. & S. Mfg. Co. 75%
Tassel, T. & S. Mfg. Co. 50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 33⅓%
Wm. Johnson's:
8 in. ₱ doz. $2.20 net
10 in. ₱ doz. $2.70 net

WIRE—
Atlas Coat and Hat 50&10%
Belt 80@80&10%
Handy Coat and Hat 70%
Steady Ceiling 70%
Wire Coat and Hat, Acme 60&10%
Wire Coat and Hat, Gem 70%
Wire Coat and Hat, Standard 45%

MISCELLANEOUS—
Carpenter's Amc. Grass Hooks, ₱ doz. $4.00
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks 60&20%
Dunlap's Merchandise 25%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass 70&10%
Hooks and Eyes—Mal. Iron 75%
Wm. Johnson's Cotton, Box and Hay 60%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Whiffletree ₱ lb 45c

Horse Nails—
Nos. 6 7 8 9 10
A. U. 25c 25c 23c 21c 21c. 40&10%
American, all sizes, 9½@10c. net
Ausable 25c 25c 25c 24c 23c. 40&10&5%
Anchor 23c 21c 20c 19c 18c 40%
C. B. K. 25c 23c 23c 21c. 21c 40%
Capewell 19c 18c 17c 16c 16c. 10&5%
Champlain 23c 23c 23c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 15c 15c 14c. 30&10&5%
Empire Bronzed 10c
Essex 25c 25c 25c 24c 23c. 40&10@50%
Lyra 9½c 9½c 9½c 9½c 9½c., net
Maud S. 23c 23c 23c 21c. 21c 50&10&5%
Northw't'n. 25c 25c 23c 21c 20c. 25@25&5%
Putnam 23c 21c 20c 19c 18c. 25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan 23c 21c 20c 19c 18c. 25%
Western, 5 to 10d. 9c

Horse Shoes—
See Shoes.

Horse Ties—
Covert Mfg. Co. 45%

Hose, Rubber—
Boston Belting Co.:
"Boston" 50&10&5%
"Imperial" 30&5%
Competition 75@75&10%
Extra 60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para 40&10%
Reliable 50&10%
Staple 60&10%
Standard 70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick ₱ gr $9.00 net
Crown net
Dunlap's:
No. 1 $8.50 per doz 20%
No. 20 $12.00 per doz 20%
Gem Ice Shave net
Farmer's:
Ice Box Chisel ₱ doz. $12. 0
Ice Crusher, No 3, ₱ doz. $3.00
Ice Crusher, No. 2, ₱ doz. $6.00
Ice Crusher, No. 1, ₱ doz. $9 .00
Ice Tools ₱ doz. $4.00
Sargent's Ice Awls 55%
Star net

Ice Shredders—
Enterprise, No. 33, ₱ doz. $6.00..25%
No. 34 ₱ doz. $15.00. 25%

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain 15@20%
Spun Brass, plated inside with White Metal 10@15%

Knives—
Ames':
Bread Knives. ₱ doz. $1.80 20@25%
Butcher Knives 25@25&10%
Shoe Knives 25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c. 40%
Goodell's:
Bread Knives Ass'n list net
Butcher net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives 50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives. 25@25&5%

Knobs—
Bardsley's Wood Door, Shutter and Base 15%
Base, Rubber Tip, 2½ in. Bead, ₱ gr. $1.25@$1.50
Carriage, Jap. ₱ gro. 80c, 60&10%
Door Knobs, Hemacite 50&10%
Door Mineral ₱ doz. 55@60c
Door Por. Jap'd ₱ doz. 65@70c
Door Por. Nickel ₱ doz. $1.70@$1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Hemacite 50&10%
Picture, Judd's 60&10&10%
Picture, Sargent's 70&10%
Shutter, Porcelain 70%
Yale & Towne Wood, list Dec. '95. 40%

Lace, Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₱ ft. 18c
Tanned Side Lace ₱ ft. 18c
Cut Lacings, ¼ in., ₱ 100 ft. $1 00
Cut Lacings, 5 16 in., ₱ 100 ft. $1.25
Cut Lacings, ⅜ in., ₱ 100 ft. $1. 0
Cut Lacings, ½ in., ₱ 100 ft. $2.00
Cut Lacings, ⅝ in., ₱ 100 ft. $2 75
Cut Lacings, ¾ in., ₱ 100 ft. $3.25
Discount from list, 60%

Ladles, Melting—
Monroe's Pat. ₱ doz $4.00, 40%
P. S. & W. 35&10@40%
Reading 50&10%
Sargent's 60@60&10%
Warner's 30%

Lanterns—
Buhl Stamping Co:
No. 100 Buhl Tubular Headlights, ₱ doz. list $30.00
No. 16 Buhl side Lever, ₱ doz. list $7.50
No. 10 Buhl Improved Regular, ₱ doz. list $7.00
No. 20 Buhl Square Top Lift, No. 2, ₱ doz. list $11.00
No. 150 Buhl Dash Reflector, ₱ doz. list $10.00
No. 2 0 Buhl Dash Reflector, No. 2, ₱ doz. list $17.00
Discount 40&5%

Latches—
Cronk's Sliding Door 60%
Lane's Barn Door 40%

Lawn Mowers—
Champion 75&10%
Clipper Improved 50&10&10&5%
Continental 60&10%
Enterprise 40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. 70&10%
Style A., (all steel) 60&10%
Style E., Low Wheel 60&10%
Style E., High Wheel 70&10%
Drexel, low list 50%
Gold Coins, low list 50%
Great American 70&10%
Imperial 60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy 60&10@60&10&10%
New York 60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania 60&10%
Rapid Transit 70&10&10%
Standard 60&5%
Sunbeam 50&10%

Lawn Sprinklers—
Enterprise 25%
Gibbs' Arc ₱ doz. $10.00
Gibbs' Hustler ₱ doz. $5.00

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Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3.
P doz. $12.00 $15.00 $24.00..35%

Lemon Squeezers—

Berger Bros. P doz. 3-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, P doz. $6.50; 2, $3.35; 3, $1.65; Queen $3.50 net
Dunlap's Improved P doz. $3.75.....20%
Hotchkiss, Straight Flush P doz. $9.60
Jennings' Star...P doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....P doz. $5.00.....30&10@40%
Wood, Common P gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....60@60&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 P gro.....35%
Ventilator Cord, Samson Braided, White or Drab Cot. P doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Locks—

DOOR LOCKS, LATCHES, &C.—

Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Brooklyn Latches.....60&10%
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...50&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Romer's Night Latches.....20&5%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 22 to 30.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Romer's.....35%
Stoddard Lock Co.....30@33⅓%
Yale.....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Eureka, Eagle Lock Co.....40&5%
Gem, Corbin's.....40&5%
Romer's Nos. 0 to 4.....40&5%
Scandinavian.....30&40@40&40&10%
Smith & Egge Bicycle.....30%
Wrought Iron.....75@30%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Mallets—

Sargent's List
Hickory.....50@35&10%
Lignumvitæ.....50@35&10%
Raw-Hide.....40&10%

Mattocks—

Regular list.....70@70&10%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	B	5
Each	$6	$7	$10	$25	$60	$80

Beef Shavers (Enterprise).....30%
Chadborn's Smoked Beef Cutter, P doz $60.00
Dixon's.....P doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	42
Each	$3	$3.50	$4	$5 $15

Hales Pattern P doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1. P doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	323
	$35	$43	$44	$72	$88

Miles' Challenge P doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Perfection.....net
Woodruff's P doz.....33⅓%

Nos.	100	150
	$15	$18

Meat Juice Extractors—

Enterprise.....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, P lb..25c
No Name.....P lb..15c
Mystic.....P lb..10c
f. o. b. New York or Chicago.

Molasses Gates—

Enterprise.....20%

Mop Wringers—

Matchless (Canton, O.), P doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½%
Grand Crossing Tack Co. List:
Wire Brads.....85%
Wire Nails.....85%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list,..40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....P doz. $18.00, .25&10&10%
Giant, No. 1, P doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....P doz $18.00, 20%
National.....P doz. $24.00, 40%
Pelican.....P doz $9.00, 15&10%
Scranton No. 2.....P doz. $10.00
Scranton No. 3.....P doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point P gr.$12, 25%
Dunlap's.....20%
Humason's.....50&10%
Hunters' Cup Point Knurled.....P gro. $10.00
Hunters' Cup Point, Plain.....P gro. $9.00
Round, assorted.....P gr. $3.00@3.25
Square.....P gr. $4.00@$4.25

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, P gross $30.00..40%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20
Tapped.....50%

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Pocket Oilers.....P doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10@10&5%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@50%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, P lb.....60
Rosy Red.....60
Extra Green Paper Wrapper, P lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2¾ to ⅝ at back, ⅛ to 5-16 edge P lb:
Lily White.....90
Rosy Red.....90
Extra, same sizes as above.....80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x1¼ to ⅝ P lb.....70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, P doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, P lb.....34
" 2x2x½, extra selected.. .40
Discount 33⅓&.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanising, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb.....50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c P lb
Cotton Packing.....14c@15c P lb
Italian Packing.....13c@14c P lb
Jute.....6c@7c P lb
Russian Packing.....13c@14c P lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....P doz $4.50
Baldwin.....P doz 5.00
Bonanza.....each 5.00
Daisy.....P doz 3.50
Dandy.....each 7.50
Eureka, 1888.....each 15.00
Family Bay State.....P doz 12.00
Favorite.....P doz 5.00
Gold Medal.....P doz 4.00
Ideal.....P doz 4.00
Improved Bay State. P dz..$37@30.00
Little Star.....P doz 4.00
Monarch.....P doz 12.50
New Lightning.....P doz 5.50
Oriole.....P doz 4.00
Penn.....P doz 3.00
Perfection.....P doz 4.00
Reading, 72.....P doz 4.00
Reading, 78.....P doz 7.00
Rocking Table.....P doz 5.50
Scott's Pat. Rotary, P doz $15.00, 20%
Turntable.....P doz 4.50
Victor.....P doz 12.50
Waverly.....P doz 3.75
White Mountain.....P doz 4.00

POTATO—

Saratoga.....P doz 5.50
White Mountain.....P doz $4.50

Pencils—

Dixon's:
Carpenters'.....P gr. $2.25@7.75
Carpenter, Blue or Red Lead.....P gro. 4.00@7.50
Lead.....P gro. 2 18@4.38
Lumber.....P gro. 6.87
Mascot, Hexagon.....P gro. 2.75
Mascot, Round.....P gro. 3.10

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10%
Bench, First Quality.....55%
Bench, Second Quality....60@60&10%
Fales Bench.....25%
C. E. Jennings & Co.....50&10%
Molding.....50%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
Davis's Iron Planes.....40@40&10%
Gage Tool Co.'s Self-Setting.....25%
C. E. Jennings & Co., Iron...50&10%
Meriden Mal. Iron Co.'s..40@40&10%
Sargent's.....60@60&10%
Siegley's:
Bench.....40%
Combination, each.....$4.50 net
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle", Ohio, Sandusky.....30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 2
Hinsdale.....35&10%
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@35%

Pliers and Nippers—

Button's.....70@70&10%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, P doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, P doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....33⅓%
Morrill's Parallel, P doz $13.00 30&5%
Smith's Side Cutting.....25%
Stubs'.....20%
Swiss Pliers.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....50%
Wm. Johnson's.....75%
Plumb Bobs.....40%
Pocket Levels.....70&10%
Stanley's.....75&10%
Stanley's Duplex.....35&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

J. P. Lovell's Police Goods.....25%
R. I. Tool Co., Handcuffs, $15.00 P doz.....10%
R. I. Tool Co., Leg Irons, $35.00 P doz.....10%
Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....P lb 8c
Joseph Dixon's.....P gro $5.75, 10%
Gem.....P gro $4.50, 10%
Lustro.....P gro $4.75
Rising Sun.....P gro $5.50@$5.75

Poppers, Corn—

Round or square, 1 qt., P doz. $ .75; P gr. $8.50 } 10@ 1½ qt. P doz. $ .85; P gr. $9.00 } 15%
2 qt., P doz. $1.15; P gr. $12.00 }
Quincy Corn Popper, 1 qt., P doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Kohler's:
Little Giant, No. 12...P doz. $12 00
Hercules, No 25.....P doz. $11.00
Invincible, No. 6.....P doz. $10.00
Pioneer, No. 714.....P doz. $ 9.00
Lock Lever, No 20...P doz. $12.00
Universal, No. 49.....P doz. $14.00
New Champion, No.37 P doz. $ 7.00
Iron Handle, No. 32..P doz. $ 5.00
Ryan's.....P doz., $30.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, P doz., $3.50 net
Disston's Combined Pruning Hook and Saw...P doz $18.00, 25@25&10%
Disston's Pruning Hook....P doz $12.00, 25@25&10%
Dunlap's Saw and Chisel....P doz $3.50, 20%
Henry's Pruning Shears P doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....P doz. $3 50
American, No. 33.....P doz. $3.50
E. S. Lee & Co.'s Pruning Tools. 40%
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. P doz.....$3.50@3.75
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....P doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%

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Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades 75&10@80%
Pitcher Spout, Cheaper Goods, 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 2, Fig. 336, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 326, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 361, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....$10.00
No. 103, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 265, Fig. 389, Windmill Pump.....$13.50
No. 260, Fig. 402, Windmill Pump.....$12.50
No. 265, Fig. 402, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 518, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 350, Fig. 402, Bucket Spray Pump.....$5.50
No. 350, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Avery's Revolving.....40%
Avery's Saw-Set and Punch. See Saw Sets.
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Rand's Centering Marking Tool..25%
Rice's Hand.....15%
Saddlers' or Drive, good ₩ doz..60@65%
Spring, good quality, ₩ doz $1.70@1.90
Spring, Leach's Pat.....15
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	½	⅝	¾
Barn Door, Light, In.			
Per 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₩ foot.....3½c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
Competition.....₩ foot, 2½c
Common.....₩ foot, 2½c
Double Braced.....₩ foot, 2½c
Lanes' O. N.T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronsed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 3c
Sliding Door, Wr't Brass, 1½ n. ₩ ₤, 35c.....30&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot, 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $3.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.20@$3.40
Lawn Queen, Impr'd, net ₩ doz. $3.30@$3.50
Catch All...net ₩ doz. $3.15@$3.25
Jumbo.....net ₩ doz. $7.00 @$9.00
Paragon....net ₩ doz. $2.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to ₤.....10%

Registers—

HOT AIR—
Ferosteel new lift, 1877:
Black Japanned.....40&10%
White Japanned.....30& 0%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Copper.....60&10&5@60&10&10%
Iron. American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or coppered.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₩ doz. $1.00 net
Screw Stay.....₩ doz. 60c net

Rope

Cotton Rope, Best,
¼ in. and larger.....₩ ₤ 12 @14c
Medium, ¼ in. and larger.....₩ ₤ 10 @12c
Common, ¼ in. and larger.....₩ ₤ 8½@10c
Jute Rope.....₩ ₤ 5 @5½c
Manila:
7-16 in. and larger.....₩ ₤ 6½c
⅜ in.....₩ ₤ 7 c
¼ and 5-16 in.....₩ ₤ 7½c
Hay Rope, Med.....₩ ₤ 6½c
Sisal, ⅜ in.....₩ ₤ 6½c
¼ and 5-16 in.....₩ ₤ 6½c
7-16 in. & larger.....₩ ₤ 5½c
Med. L'th Y'rn.....₩ ₤ 5½c
Hay Rope.....₩ ₤ 5½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₩ ₤ 4½@5c
Chinese Sad.....3½@3¾c
Colebrookdale Iron Co.:
Crown, Improved Pol, ₩ doz $6.50
Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₤ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles. ₩ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₩ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.70
No. E 55, plain polished, size 1, 2 or 3 without handles, ₩ doz. $3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz. $9.30
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.80
No. E 65, plain polished, size 4, without handles.....$5 80
The "Best" Handles, with Forged Iron Stretchers, ₩ doz.....$2.50
Self-heating.....₩ doz $10.00, 30%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Pol.....₩ doz $6.50
Sensible, Tailors'.....₩ ₤ 30@34c

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....60%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₩ ₤ 16c
Cable Laid Russia....₩ ₤ 13½c@14c
Common.....₩ ₤ 8½c@9c
Common Russia Sash.₩ ₤ 13½c@13c
India Hemp Sash.....₩ ₤ 9½c@10c
Jute, good quality.....₩ ₤ 11c
Samson:
"Mass." White, Cotton.....34c
"Samson" Braided White, Cotton.....₩ ₤ 30c
"Samson" Braided Drab, Cotton.....₩ ₤ 35c
"Samson" Braided Italian Hemp.....₩ ₤ 38c
"Samson" Braided Linen, ₩ ₤ 56c
Silver Lake:
A Quality, Drab..₩ ₤ 55c. 35@40%
A Quality, White, ₩ ₤ 50c. 35@40%
B Quality, Drab, ₩ ₤ 35c..... 15@15&7½%
B Quality, White ₩ ₤ 30c..... 15@15&7½%
White Cotton Braided, ₩ ₤ .31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10&10%
Sash Lifts Flush.....70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Corbin's Daisy, '95 list.....40@45%
Davis, Bronze. Barnes Mfg. Co...60%
Elfing's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Hammond's Window Springs, A 50&10%
Hammond's Window Springs, B..50%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro..$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@35&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@$18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...80&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $2.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames.....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Wm. Johnson's:
185 A.....70&10%
135½ Extra.....70%
138 Ebonized Handle.....70%
141½.....75%
142 Ebonized Handle.....70%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40.....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
Screw-Driver Bits, Parr's ₩ gro. $3.25
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....65%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%

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Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—
Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W...40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....20%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....60&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1891. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892. 50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shoes, Horse, Mule, &c.—

HORSE—
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Burden's, Perkins', Phœnix and Bryden's, from jobb'rs..$3.15@$3.40
Gibbs' Rubber, Pat.....& set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₱ lb 4c
W. & B. Rubber Pad....₱ set, $2.50

MULE—
Add 50c ₱ keg to above prices.

OX, WROUGHT—
Ton lots.....₱ lb 9c
1000 lb lots.....₱ lb 9½c
500 lb lots.....₱ lb 10c

Shot—
See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C. S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel.....10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $30.00@$37.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Slicers—

Vegetable, Enterprise.....25%

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....60&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....30%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
23% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—
See Door Springs.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued...90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2½%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—
Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks. ₱ gr $4.00
Dble. Point. 90&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks. 66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.40

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2.5&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Taps—

American Screw Co. Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@55&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....35@35&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $5.50
F. o. b. cars Cleveland.

Tin, Perforated—

Harrington & King Perforating Co.: IO 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&5%

Tobacco Cutters—

National Specialty Co.....40%

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....60&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 8 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$5.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz. $1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$2.00
Hanging Hooks for Double Steel Track, ₱ doz..... .80
Hanging Hooks for Single Steel Track, ₱ doz..... .80
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz. $2.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₱ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₱ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$4.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₱ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent.....7.@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₱ 100, $13.00
Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

GAME—
Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....40&10@40&5%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—
Enterprise Mfg. Co., Mole.....15%
Erie Rat.....40@40&10%
Household.....₱ gr $10.00
Hotchkiss:
Metallic Mouse.....₱ doz. 65c
Improved Rat.....₱ gross, $12.50
New Rat.....₱ gross, $12.50
Mouse, Bonanza....₱ doz 90c@$1.00
Mouse, Catch-'em-alive ₱ doz $2.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire. ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro. $12.50; No. 2 ₱ gro., $15.00

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Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz....$15.00
Yankee Mouse Trap, ₱ doz.. $5.50
Yankee Rat Trap, ₱ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₱ gro., $4.50
Snap Shot, 4-Hole....₱ gro., $6.50

FLY-
Balloon, ₱ doz $1.35.....₱ gr. $13.50
Electric Rod.....₱ gr. $16.50
Globe.....₱ doz., $1.35; ₱ gr. $13.50
Harper....₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@35&10%
Plastering.....25@35&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—
Pancoast's Double Deflector.70&10%

WINDOW—
Pancoast's "Common Sense," ₱ doz. $9.00

Vises—

Solid Box.....50&10@60%

PARALLEL—
Alligator.....50%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Massey's Quick Action.....20@25%
Merrill's.....20&15%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....30@35%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
Wilson'.....55%

SAW FILERS—
Bonney's Nos. 2 & 3 $15.00.....60%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....35@40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor.....60&20%
Daisy.....60&20%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₱ doz. $5.00
Axtell, Lacquered, 42 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 42 in. ₱ doz. $15.00

Weed Diggers—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Mirrors—

Bayer & Co.'s..... ₱ doz. $24.00 net

Window Stop Adjusters—

Taplin's "Perfection".....50%

Wire and Wire Goods—

Brass Wire.....35%
Bright Wire Goods, Standard list 35&10&10@90%
Cast Steel Wire.....50%
Copper Wire.....45%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&5%
Cop'd, Nos. 0 to 18.....80@80&10%
Galv., Nos. 0 to 18.....80@80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10@80%
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₱ lb.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%
Tinned Broom Wire, Nos. 18 to 21, ₱ lb.....4½c
Wire Clothes Lines, see Lines.

Wire Cloth, Netting, &c.—

Brass Cloth.....40@55%
Galvanized Wire Netting..80&10@80&20%
Painted Screen Cloth good quality, ₱ 100 sq. ft.,$1.10@$1.20
Steel Bolting Wire Cloth.....30@55

Wire Rope—

List.
Cast-steel.....20&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural.....60@60&10%
Aiken's Pocket (Bright)..$3 00@3.20
Alligator.....60@60&10%
American Adjustable.....40@40&10%
Armstrong's.....40%
Baxter's.....65@65&10%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....60%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Champion Carriage.....40%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&3%
"Mechanics'".....40&10&10 &5&5&3%
Coes' Pattern Wrought.....30&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Expert Bicycle.....33⅓&10%
Girard Standard.....65&10@70%
Hall's Pipe.....50%
Lamson & Sessions':
Engineers'.....60@60&10%
Standard.....70&10%
Lowell:
Lag Screw.....35%
Ratchet.....33⅓%
Socket Bridge.....30%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut.....40%
Whitman & Barnes:
Acme.....60@60&5%
All Steel Pipe.....50&10@60%
Always Ready.....35@40&10
Bull Dog.....50&10%
Diamond Cycle.....₱ doz. $3.00
Drop Forged Engineers.35@40&10%
Hercules.....70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.50&10 @50&10&7½%
Regular.....80&5@.0&10&5%
J. H. Williams.....35%
Yankee.....45%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1898...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₱ gallon.....42c
Linseed, City, Boiled, in barrels ₱ gallon.....44c
Out of Town on Spot..₱ gal.....42c
Calcutta, Raw, in bbls....₱ gal. 54c
Lard, Prime City.....₱ gal. 38@40c
Western, Prime.....37@38c
Extra, No. 1.....35@36c
No. 1.....30@31c

Paints and Colors—

Barytes, Foreign, ₱ ton, $15.00@$18.00
Barytes, American Floated, ₱ ton $22.00@$23.00
Barytes, American, No. 1, ₱ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₱ lb.....5c
White Lead, American, in Oil, ₱ lb.....5½@6c
White Lead, Foreign, in Oil, ₱ lb 8@8½c
Litharge, Kegs, ₱ lb.....5½c
Zinc, American, Dry, ₱ lb....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2¼

Spirits Turpentine—

In regular bbls.....34½@——c
In machine bbls.....35@——c

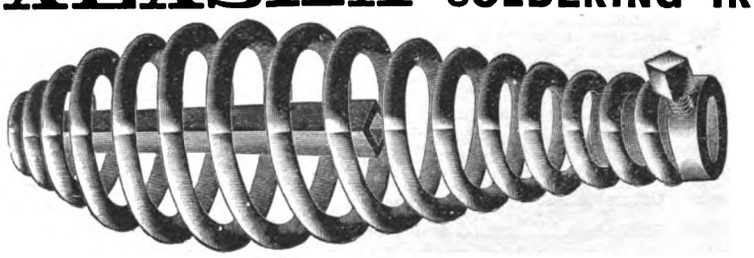
Dry Colors—

Blue, Chinese.....₱ lb 27 @40
Blue, Prussian.....₱ lb 30 @35
Blue, Ultramarine..₱ lb 8 @35
Sienna, Italian, burnt & powd red ₱ lb 3½@5 c
Sienna, Italian, raw & powdered...₱ lb 3 @4½c
Umber, Turkey, burnt.....₱ lb 2½@3½c
Umber, Turkey, raw.....₱ lb 2½@3 c
Green, Chrome, Common.....₱ lb 5 @12 c
Green, Paris, in bulk, ₱ lb 11½@12½c.
Indian Red, American.....₱ lb 2 @ 3 c
Indian Red, English.....₱ lb 4½@8

Colors in Oil—

Black Coach Japan ₱ lb..18½@20
Black Coach Japan, in Oil.....₱ lb 12 @13 c
Black Drop.....₱ lb 7 @10 c
Black Lampblack...₱ lb 30 @33 c
Black Lampblack, common.....₱ lb 7@15 c
Blue, Chinese.....₱ lb 25 @40 c
Blue, Prussian.....₱ lb 20 @40 c
Blue, Ultramarine..₱ lb 12 @18 c
Brown, Sienna, bur't ₱ lb 3 @12 c
Brown, Sienna, raw. ₱ lb 3 @12 c
Umber, burnt.....₱ lb 7 @10 c
Umber raw.....₱ lb 7 @10 c
Brown, Vandyke....₱ lb 7 @12 c

ALASKA SOLDERING IRON HANDLE



. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

"READ IT FROM THE FIRST ISSUE."

C. E. Neale, Worcester, Mass.: Please find enclosed the cash for the coming year's subscription to HARDWARE. I have read it from the first issue, and intend to keep right along reading it, and wish you success.

"BETTER THAN ANY OTHER TRADE PAPER."

S. L. Allen & Co., Philadelphia, Pa. [*Agricultural Implements, etc.*]: We have found results of our advertising with you better than in any other trade paper.

"'HARDWARE' IS READ BY THE DEALERS."

Forehand Arms Co., Worcester, Mass. [*Arms*]: In the numerous inquiries received daily, reference is made to HARDWARE as often as to any other publication, which shows that HARDWARE is read by the dealers.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

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THE POPULARITY

Of our premium list, evidenced by the eagerness with which new subscribers are availing themselves of the opportunities offered, has compelled us to extend the time limit. We will therefore continue this offer until further notice to **NEW 1898 SUBSCRIBERS.**

ALL THE NEWS. **HARDWARE** HARDWARE EXCLUSIVELY.

Needs no introduction to the Hardwareman. He already knows what a valuable adjunct to his business this semi-monthly visitor is, with its reliable "Prices Current," its "Market Reviews" and its general news of interest to the Hardware trade.

FOR $1.00 We will send "**HARDWARE**" for one year, and ANY **ONE** of the following articles:



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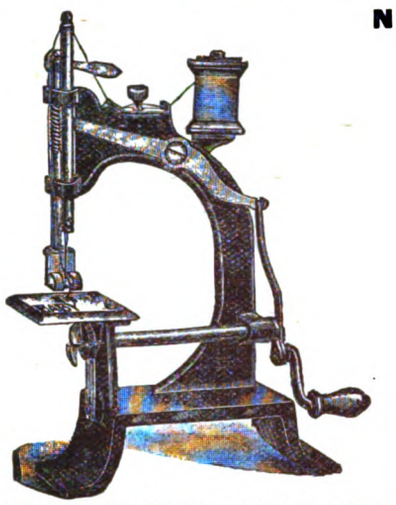
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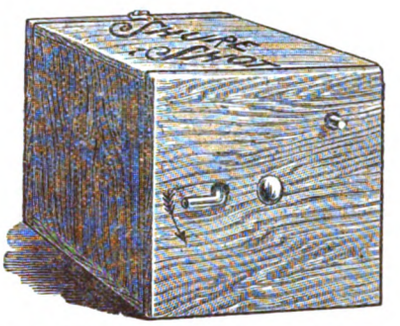
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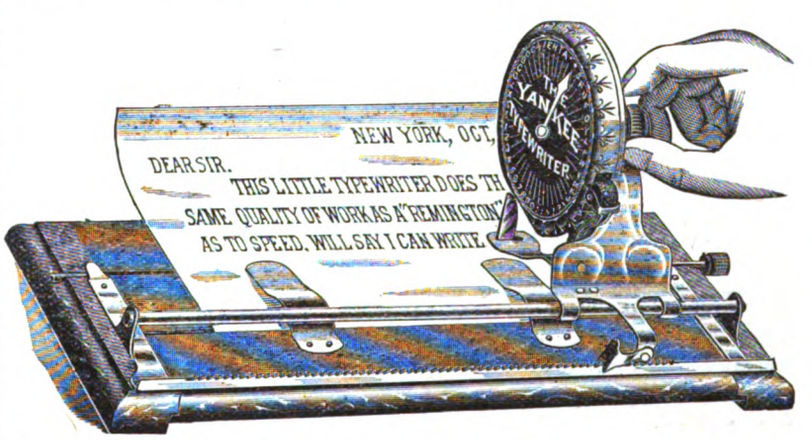
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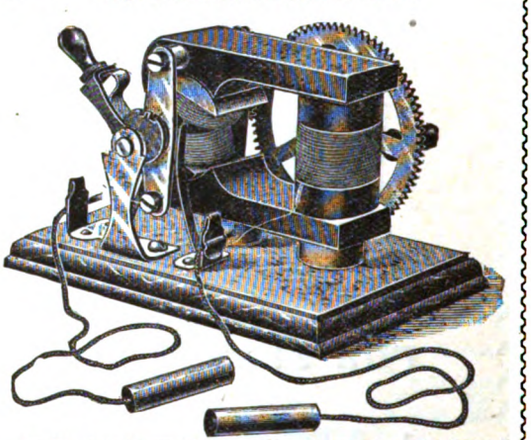
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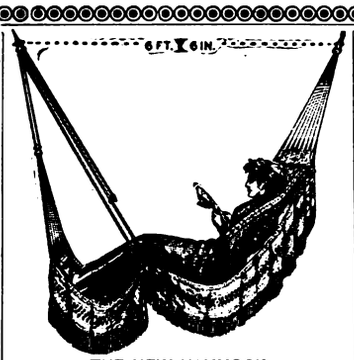
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Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furnaces.

Union Heater Supply Co., Detroit, Mich.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.

Gas Stoves.

Monarch Stove Co., Mansfield, O.

Gate, Latch and Hinge.

Burr & Houston Co., Brooklyn, N. Y.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

H. H. Mayhew Co., Shelburne Falls, Mass.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.
J. D. Johnston, Newport, R. I.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.
Specialty Novelty Co., Lancaster, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Gun Implements.

Bartley & Graham, New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.

Hammers.

R. W. Montross, Galien, Mich.
Sargent & Co., New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Hammocks.

I. E. Palmer, Middletown, Conn.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hangers.

Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers, Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton, Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Buchel Brush Novelty Co., New Orleans, La.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Edgar Mfg. Co., Reading, Mass.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.
Hammacher, Schlemmer & Co., New York.
T. W. Houchin, New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia.
H. H. Mayhew Co., Shelburne Falls, Mass.
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Patterson, Harral & Gray, N. Y.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Specialty Novelty Co., Lancaster Pa.
Surpless, Dunn & Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
T. F. Welch & Co., Boston.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
S. W. Owen Co., Norwalk, Ohio.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., New York.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Horse Nails.

Ausable Horse Nail Co, New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Ordner Mfg. Co., Cleveland, Ohio.

Hose Pipe.

John W. Buckley, New York.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

Hartsell Novelty Works, Alliance, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

John W. Buckley, New York
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Parker Ice Tool Co., Worcester, Mass.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
White Mountain Freezer Co., Nashua, N. H.

Insurance.

Mutual Life Insurance Co. New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Lace Leather.

John C. Hagan & Co., Manchester, Va.

Ladders.

Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York.
Edward Miller & Co., Meriden, Conn.
Ohio Electric Works, Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.

Lamp Chimneys.

Parish & Unger, New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia Pa.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.
Ordner Mfg. Co., Cleveland, Ohio.
Philadelphia Lawn Mower Co., Philadelphia.
Pittsburg Pump Co., Pittsburg, Pa.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton, Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, O.
Rufus E. Eggleston, New York, Philadelphia, Chicago.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Crescent Emery Mills Co., Oscawana, N. Y.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
J. K. Williams, Akron, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York
John Sommer's Son, Newark, N. J.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Mechanical Rubber Goods.

New York Belting & Packing Co., Ltd., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Mosquito Netting.

I. E. Palmer, Middletown, Conn.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.
J. K. Williams, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nutmeg Graters.

Edgar Mfg. Co., Reading, Mass.
Specialty Novelty Co., Lancaster, Pa.

Nuts.

Union Nut & Bolt Co., New York.
Walter W. Woodruff & Sons, Mount Carmel Conn.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York,

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Ovens.

Monarch Stove Co., Mansfield, O.
Union Heater Supply Co., Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mf. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pleasure Wheels.

Strobel Mfg. Co., Marion, Ohio.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Police Equipments.

Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.

Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont, de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
I. E. Palmer, Middletown, Conn.
Queen Sash Balance Co., New York.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Pittsburgh Pump Co., Pittsburgh, Pa.
Union Heater Supply Co., Detroit, Mich.

Punches.

Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Monarch Stove Co., Mansfield,
Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

See Traps.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Gurney Refrigerator Co., Fond du Lac, Wis.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

Hartzell Novelty Works, Alliance, Ohio.
Philadelphia Lawn Mower Co., Philadelphia.
John Sommer's Son, Newark, N.J.

Registers.

Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia.
Eugene L. Johnson, Cincinnati, Ohio.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.
Union Nut & Bolt Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.

Roof Trusses, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rules.

Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stephens & Co., Riverton, Conn.
Union Nut & Bolt Co., New York.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
Rufus E. Eggleston, New York, Philadelphia, Chicago.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

aws.

E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.

Saws, Butchers'

John Chatillon & Sons, New York

Saw Sets.

E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
Bennett Combination Saw-Tool Co., New York.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelph'a.
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Screws.

Franklin S. Miles, Philadelphia.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
Sargent & Co., New York.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.

Shovels.

A. J. Phillips Co., Fenton, Mich.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Signs.

Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Single Tube Tires.

New York Belting & Packing Co., New York.

Sinks.

Pittsburg Pump Co., Pittsburg, Pa.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Philadelphia, Philadelphia.

Solder.

Bruce & Cook, New York.

Snow Shovels.

A. J. Phillips Co., Fenton, Mich.

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Squares.

Sargent & Co., New York.

Stable Fixtures.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.

E. T. Barnum, Detroit, Mich.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.
Cleveland Machine Screw Co., Cleveland, Ohio.

Staples.

Walter W Woodruff & Sons, Mount Carmel, Conn.

Statuary.

E. T. Barnum, Detroit, Mich.

Steel Goods.

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Steel Hinged, Spring.

Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.

Harrington & King Perforating Co., Chicago.

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Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F E Myers & Bro., Ashland, Ohio.
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Monarch Stove Co., Mansfield, O.
Phillips & Clark Stove Co., Geneva, N. Y.
Plume & Atwood Mfg. Co., New York.

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Diamond Hardware Co., Boston.

Stove Polish.

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Troy Nickel Works, Albany, N.Y.

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Pike Mfg. Co., Pike Station, N. H.

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Ames Sword Co., Chicopee, Mass.

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Sprague Umbrella Co., Norwalk, Ohio.

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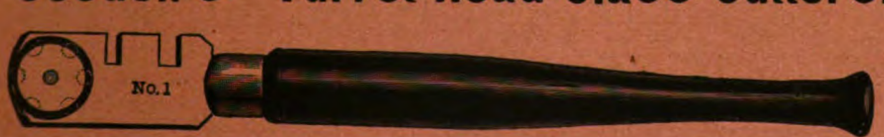






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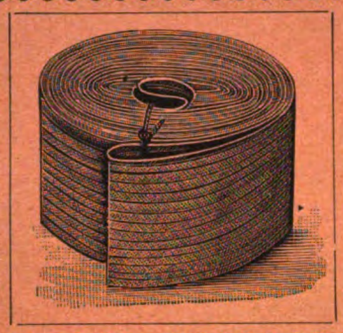
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VOL. XVII. No. 3. New York, May 10, 1898. $1.00 A YEAR.

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SEE PAGE 70.

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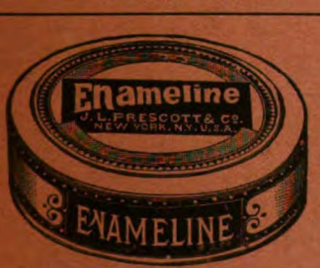
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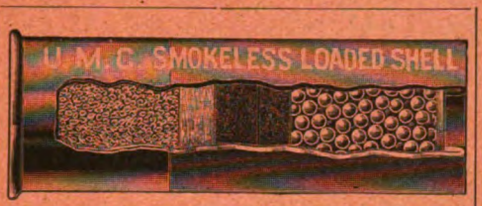
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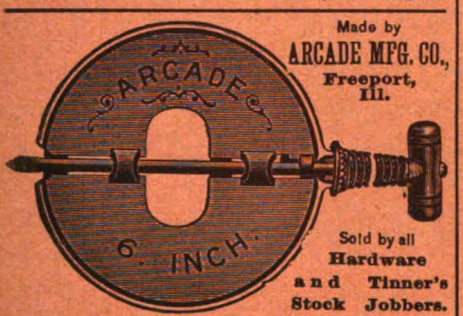
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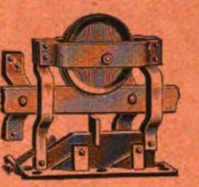
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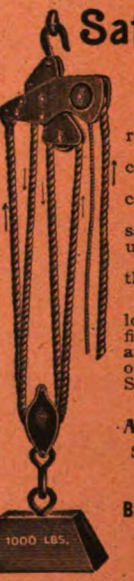
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A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
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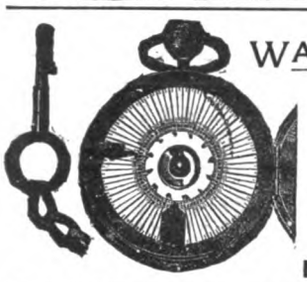
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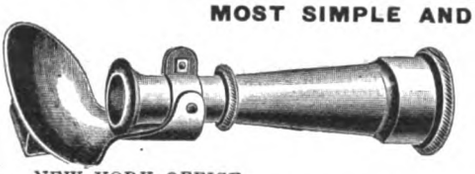
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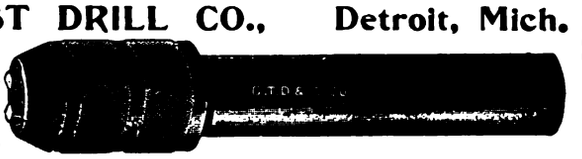
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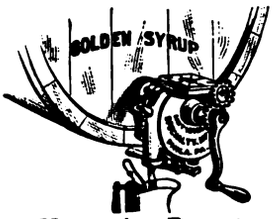
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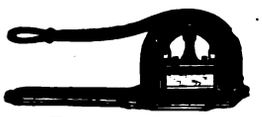
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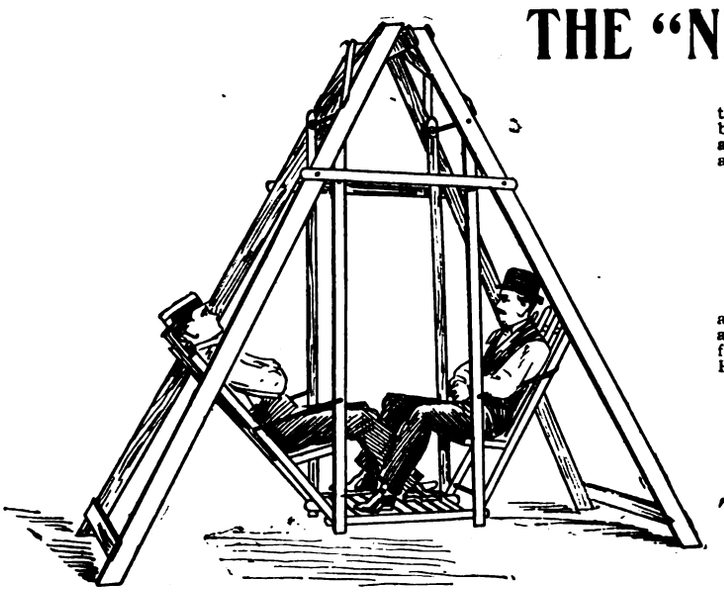
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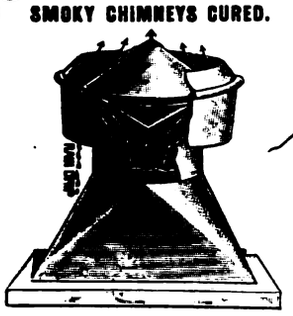
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11¼ MANGER.

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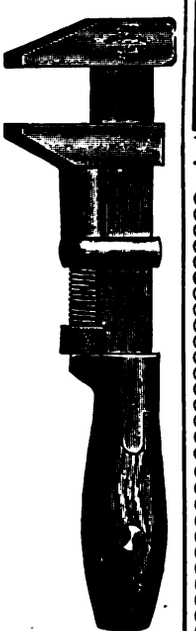
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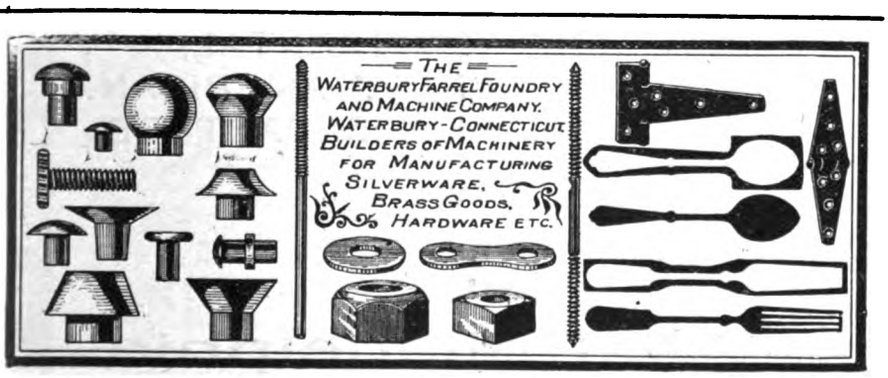


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A Sink Cleaner and Shovel Combined. . .

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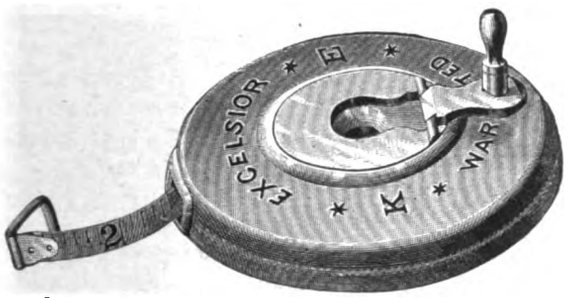
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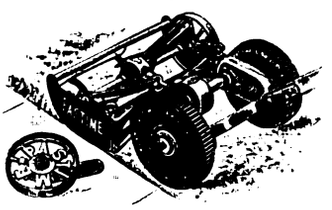


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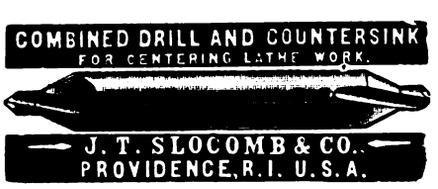
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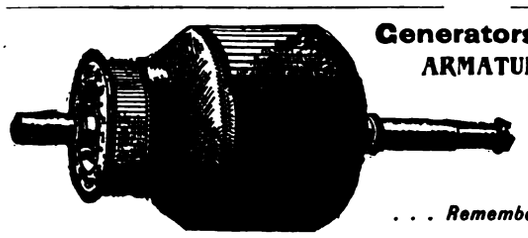
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I FULLY WARRANT this Hose for the Season of 1898, and will replace any proving defective. . . .

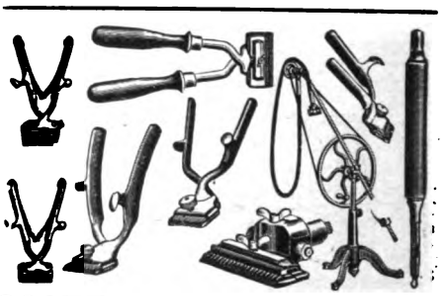
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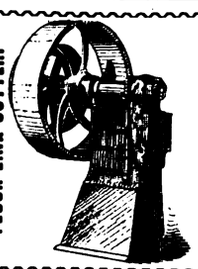


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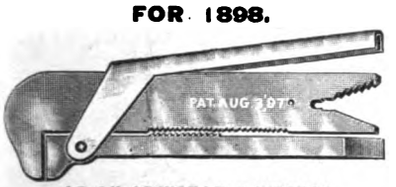
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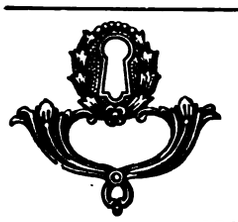
TRUCKS OF ALL KINDS.

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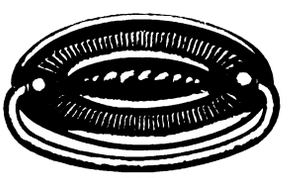
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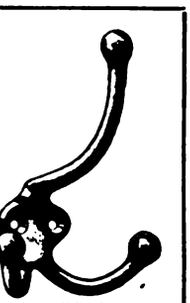
Rubber Machinery



10008



1395



5046

American Ring Co.,

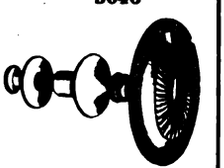
Waterbury, Conn.

MANUFACTURERS OF . . .

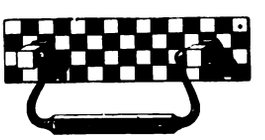
Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.



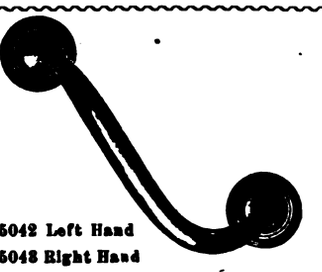
070



1439



200



5042 Left Hand
5043 Right Hand

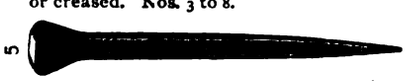


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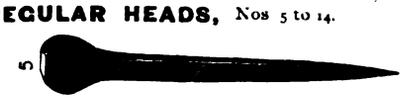
TURF NAILS, Nos. 1 to 5.



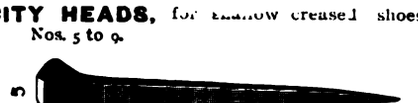
FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



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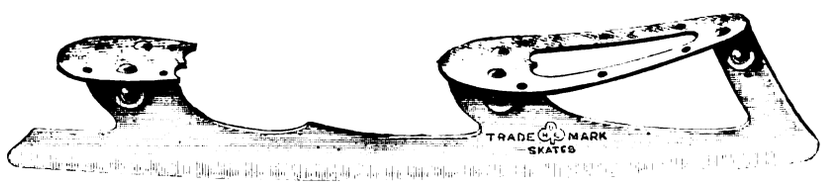
PUTNAM NAIL CO.,

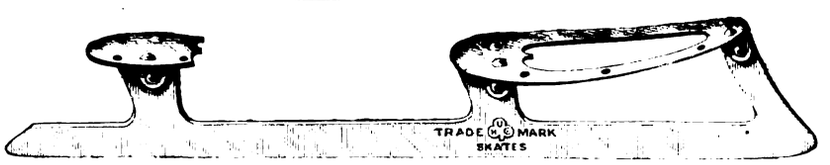
Boston, Mass.
Or 235 Lake St., Chicago, Ill.
Or 12-14 Drum St., San Francisco, Cal.

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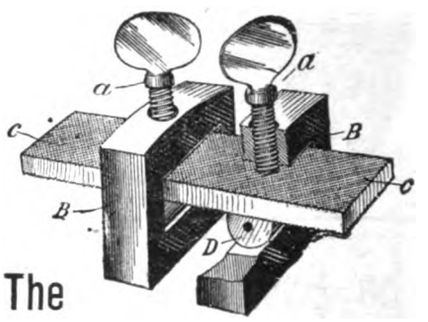


UNION CLUB SKATE.

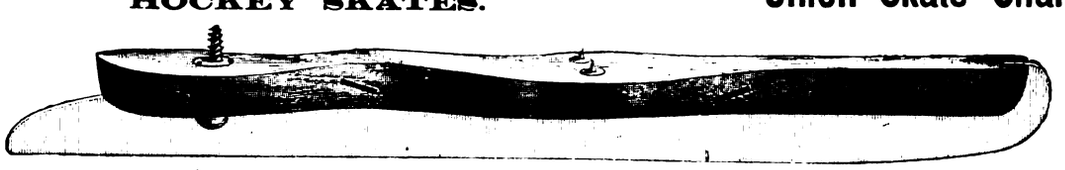




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The Union Skate Sharpener.



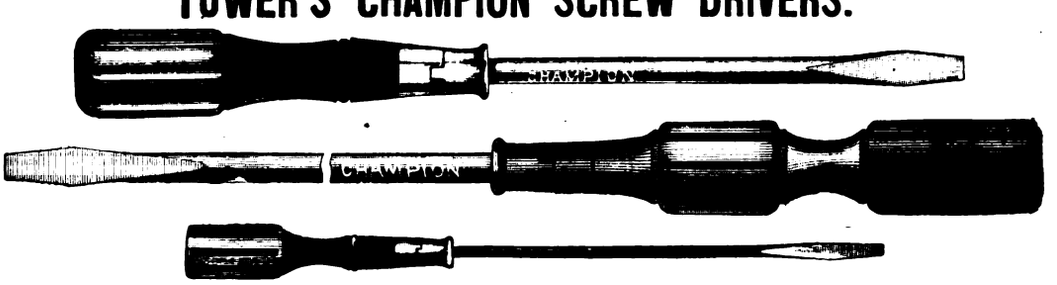
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...MANUFACTURED BY **UNION HARDWARE CO.,**

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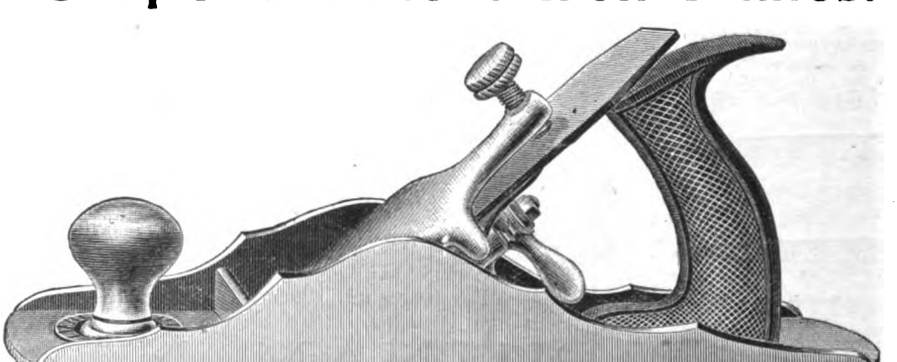
TOWER'S CHAMPION SCREW DRIVERS.

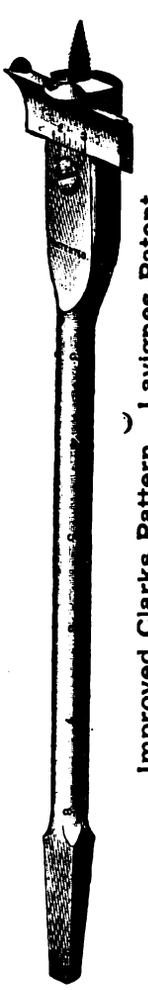


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







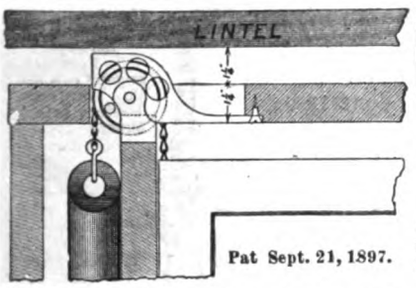
Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

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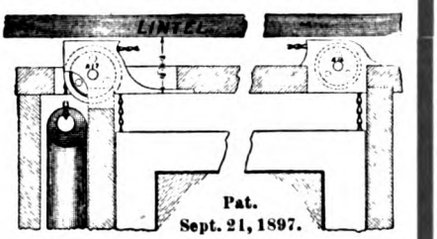
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No Extra Head-Room Needed.
No Grooving of Sashes.
No Lead Weights.

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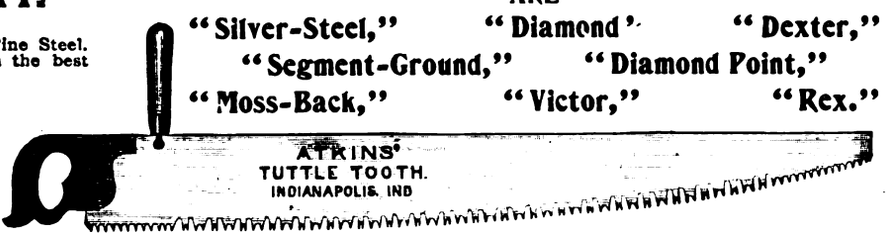
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ARE

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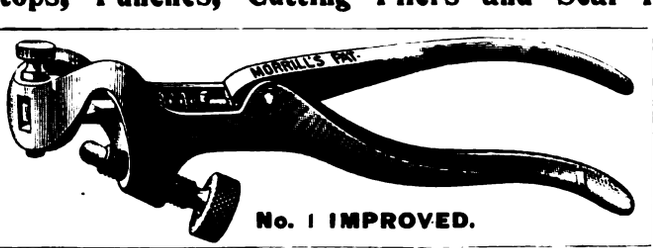
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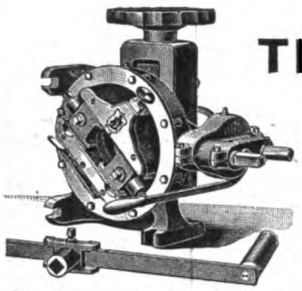
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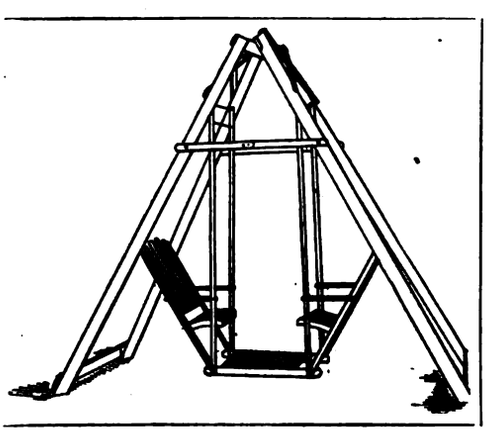
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Warwood Tool Co.'s Picks and Mattocks.
North Wayne Tool Co.'s Scythes and Axes.
Withington & Cooley Mfg. Co.'s Farming Tools.

Also SICKELS, PRESTON & NUTTING CO., DAVENPORT, IOWA.

"With Gratifying Results"

New York Belting & Packing Co., Ltd., New York. [*Belting, Garden Hose, Water Hose, Steam Hose, Packing and Rubber Specialties*]: We have been carrying quite a prominent advertisement in HARDWARE with gratifying results. That we expect to continue this advertisement is the best evidence we can give of our regard for it as an excellent medium.

The ALASKA LAWN SWING.

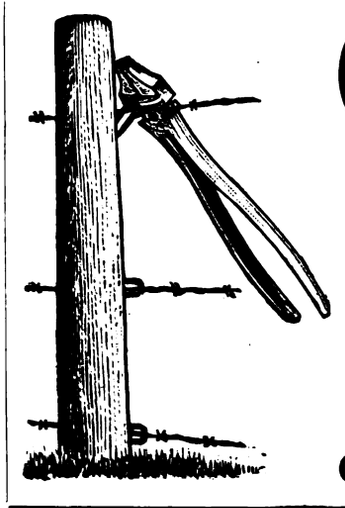


THE demand for the Alaska is such that its merits and selling qualities cannot be questioned. Made of good material and well finished. Its peculiar construction is such that it can be easily folded, set up or taken down in an instant. The seats are thoroughly adjustable; can be placed in any position desired. While the Alaska possesses many desirable features not found in others, yet its simplicity in construction enables us to quote

A price to the trade only, of $3.75 each; terms net cash.

DAIN MANUFACTURING CO., CARROLLTON, MO.

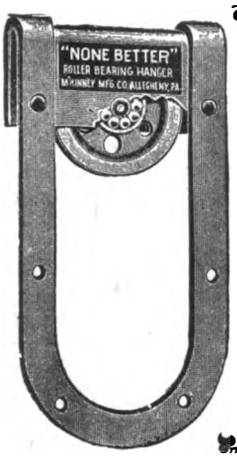
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Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

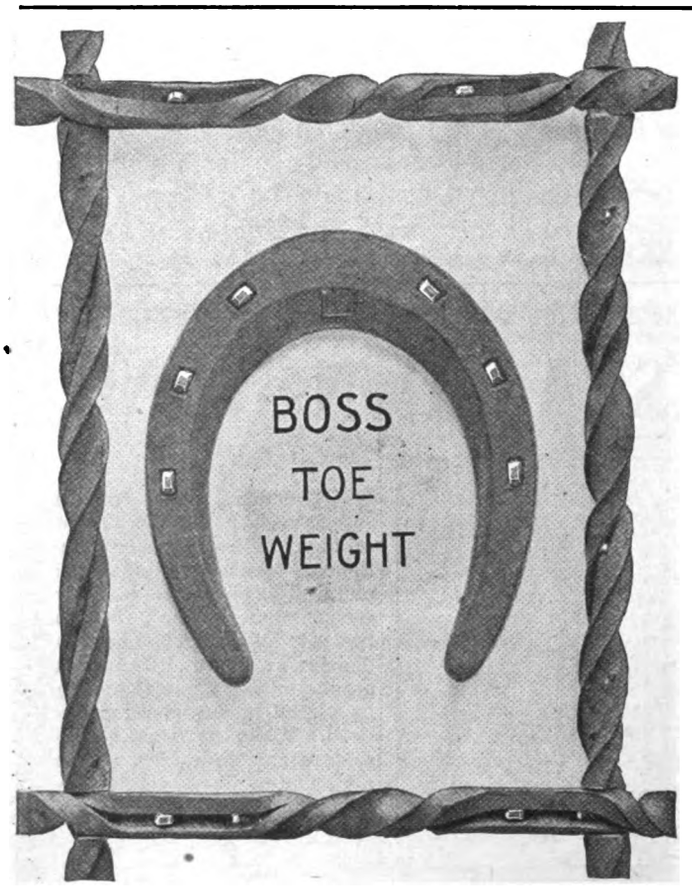
WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

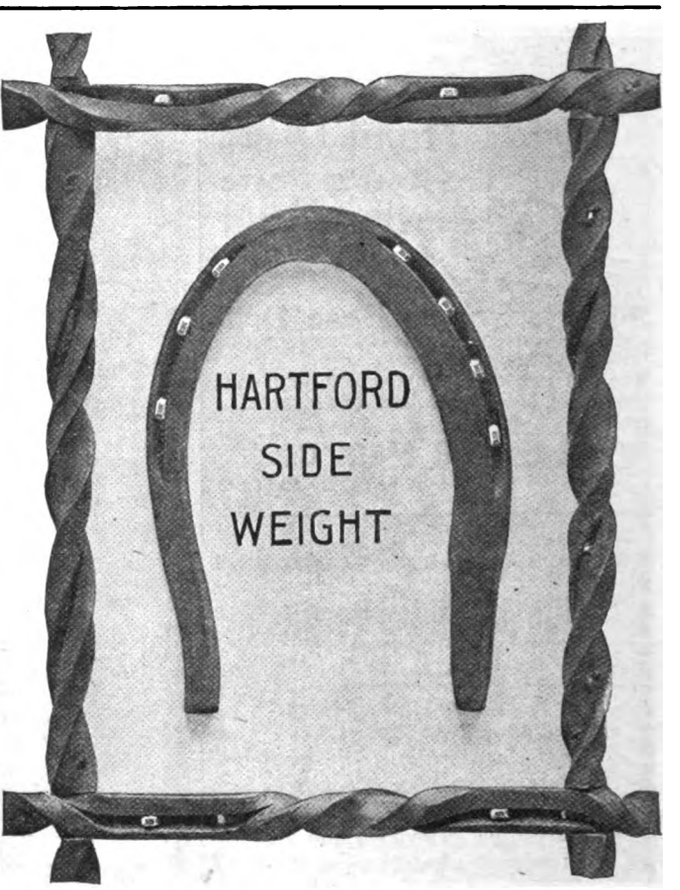
THEY WILL INTEREST YOU.

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.



Weight in Toe—Where Needed.
Speed and Knee Action Producer.
The Ideal Summer Comfort Shoe.



The Best Side Weight yet produced.
Prevents Interfering and Knee Hitting.
Made of best low carbon soft steel.

SEND FOR ILLUSTRATED CATALOGUE No. 14.

THE BRYDEN HORSE SHOE CO., Catasauqua, Penna.

Manufacturers of the Greatest Variety of Horse Shoes and Racing Plates made by any one concern in the world.

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CATALOGUE FREE



GET OUR REDUCED PRICES

WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



F. E. MYERS & BRO.

ASHLAND, OHIO.

IRON ROOF

FOR SALE.

Width of building, 155 feet out to out, divided into a center span 66 feet, with a wing on each side 43 feet 6 inches; total length of the building 350 feet. This building is designed with brick sides and gable walls, with Iron Roof Trusses and Iron Supporting Columns; originally built for an Iron Foundry, but owing to the failure of the purchaser is now offered for sale at a bargain. Is admirably adapted for a Foundry for light or heavy castings, Machine Shop, Car Barn, or for any other general manufacturing purposes. We guarantee the iron work as good as new, building never having been used.

APPLY TO

The Berlin Iron Bridge Co.,

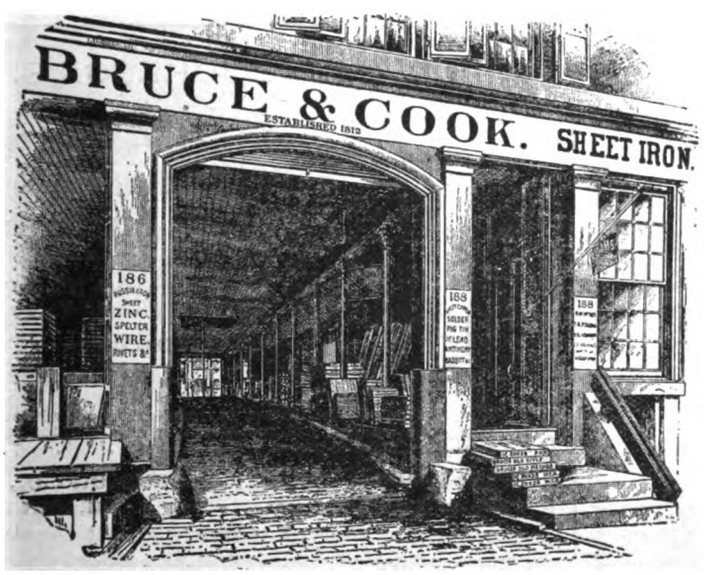
EAST BERLIN, CONN.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

. . MANUFACTURER OF . .

Patent Specialties.

Tin Cans and Boxes.

Patterns, Models, Drawings, Inventions Perfected.

Sheet Metal Stamping from your dies, or I will make dies for you. Send sample or drawing for prices. Specialty of fine experimental work.

F. S. BURROWS,

FACTORY, 305 PEARL ST., OFFICE, 107 BEEKMAN ST.,
NEW YORK.

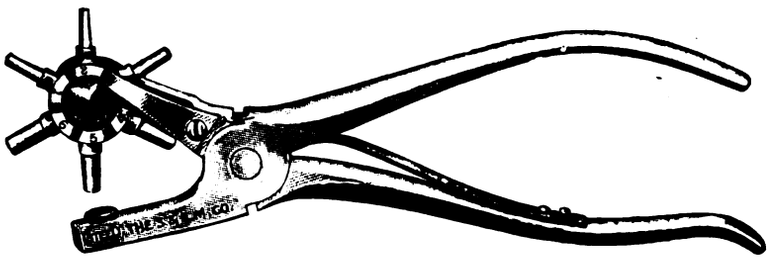
"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.



Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



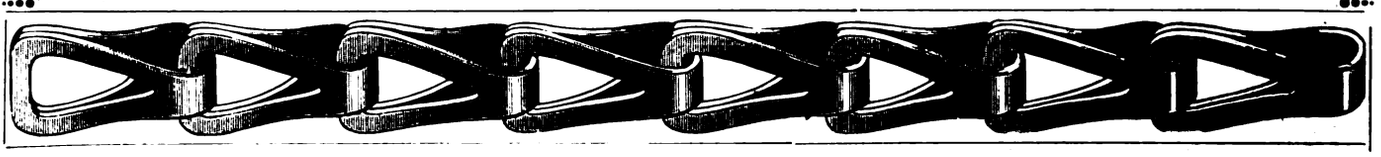
Sash Chains,

in . . "Giant Metal," Red Metal and Steel.



Closet Pulls and Plumbers' Supplies.

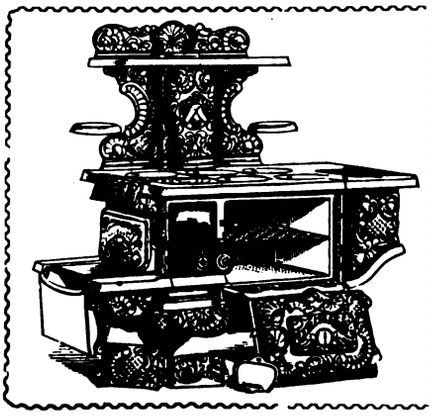
NEW YORK AGENT:
J. J. HALPIN, - - 62 Reade St.
PHILADELPHIA AGENT:
W. E. TRULL, - - 13 N. Sixth St



DEALERS SAY

THE PEERLESS ANDES RANGE

Has the Best Construction, Most Handsome and Artistic Design; is Perfect in Operation, Easiest to Regulate.



When placed on the salesroom floor

Will Sell Itself—

AND WE AGREE!

You can secure the agency if your neighbor has not.
. . . Write us. . . .

Phillips & Clark Stove Co.,

GENEVA,

TROY, N. Y. N. Y. CHICAGO, ILL.

"OLD JOB JOHNSON'S."



The **Best Gate,** Latch and Hinge EVER MADE.

The Years Have Proved Their Value

Their One Fault :~~

They Won't Wear Out!

Simple, Durable and Cheap. Arranged to work without any spring, on its own Automatic principles. Send for descriptive circular and prices. . . . . .

Manufactured by **The Burr & Houston Co.,**

33 to 39 Franklin Street, - - - BROOKLYN, N. Y.

THE **"Norton"**

Address 505 SEARS BUILDING, BOSTON, MASS.



An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

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HARDWARE

VOL. XVII. MAY 10, 1898. NO. 3.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

BRANCH OFFICES: { CHICAGO, - No. 1142 MONADNOCK BLOCK. BOSTON, - - No. 33 EQUITABLE BUILDING.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED. A, CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

While to some extent a period of inaction seems to have been under way in several leading lines of the business, still the trade is gradually adapting itself to the fact that we have embarked in war with a foreign power, and that the trend of possibility makes it likely to be of longer duration than we are willing to allow.

The tension of strain under which we were unwilling to begin new enterprises or confidently continue those already in hand, has been relieved by the more pronounced conditions of actual strife, but the business community accepts the situation, doubt and uncertainty are no longer the controlling influences, and with stronger hopes for the future of business prosperity. This is especially the case in relation to the crops of our leading productions, the cereals particularly being sustained in price to a degree beyond the dreams of optimism.

Very few unfavorable circumstances have attended in a commercial way the necessary inauguration of active hostilities; with every condition of the general markets indicating strength and promising advanced prices, the manufacturing interests cannot avoid feeling that the future possesses but few elements of dread or insecurity, but that with the advancing of the season the ordinary demands of a regular traffic, when compared in volume with any year since 1892, will be found lacking in none of the promises attending a renewed prosperity.

The absorbing demand for war news and the consequent lack of the usual aggressiveness in the normal methods of business progress, form some of the reasons why a conservative dullness in trade movements succeeds the spirited opening of the present season; but this very close attention to possible results has enabled the more aggressive movements of our army and navy to exert but little detrimental effect on trade that had not already been discounted.

Especially in the West is the fact noticeable that no serious effects of the actual warfare have been felt in regular channels, the East, and the cities on the coast having felt more especially the season of dullness complained of at the present time. The money now so lavishly expended by the government will soon get in general circulation and exert an influence especially beneficial in respect to strengthening quotations, and renewing assurances of a productive future.

The volume of business still continues favorable when compared with the same period in recent years. A few weeks' dullness, even under the uncertain outcome inseparable from the prosecution of a war which, in its scope, takes in the entire globe, does not prove such a trade-killer as our fears would suggest.

The National Hope.

The belief is firmly established all over the country that when we finish up this little misunderstanding with Spain there are many things, emanating from war conditions, which will serve to strengthen and upbuild the Republic and from which may be dated a new birth in national advancement and constantly increasing prosperity.

The Blue and the Gray will as never before be found shoulder to shoulder an integral part of our country's stability as a nation, secure in its defence and a shield against slander. Vituperative recrimination, with the Rebellion forming the background, will never more be heard in the land to excite unruly passions or take the place of an appeal to reason.

Never before have political parties laid down their differences from a party standpoint, and hand in hand, Republicans, Democrats and Populists, marched in one harmonious phalanx to support and sustain the Executive in punishing the Dons, whose natural treachery to a modern civilization made possible the sinking of the Maine with its many victims. The pacification and freedom of the island of Cuba will come much more gracefully, with all its attendant blessings, from the nation which at so great a cost abolished slavery within its own domains.

Cuban prosperity will know a dawn it has long looked for almost in vain; it will commence with the invocation to the god of battles to crown our arms with permanent success. This productive soil so favored by bountiful nature will find prosperity from unrestricted fertility spring up on every hand; backed by a fidelity of purpose toward the accomplishment of a hallowed future, for which this struggling race has fought for a half century through disaster and dismay; a hopeless sacrifice of life at periods of unusual oppression, failing to check the hopes and aspirations that filled the hearts of a struggling band of brave and inspired patriots. But the glorified end, let us hope, is approaching with a certainty of the world's approval, and the continent of North America will take a step in advance on the final extirpation of the Spanish government from

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those possessions it has held so long by a reign of terror from which even the blood-thirsty Turk would shrink aghast.

Shall we keep the Phillipene Islands? Do we know a good thing when we see it? Would England, or Germany, or Russia keep them if secured under the same circumstances? Uncle Sam has always been considered a shrewd business man. Were he to meekly let go in this case, the whole world would laugh at him for an idiot.

Convention of Credit Men.

The third convention of the National Association of Credit Men is to be held in Detroit June 22nd, 23rd and 24th. A very large attendance is expected. From the interest manifested by the various local associations which are electing delegates, and in business circles generally, it bids fair to be an enthusiastic gathering and one that will undoubtedly be able to legislate to the advantage of all business interests. A very attractive programme has been prepared and various social features and entertainments are also to be enjoyed by delegates and guests.

An innovation upon the established order and a feature that will be enjoyed by the representatives of different lines of trade is also in contemplation. It is proposed between sessions, which are to be limited to one a day, to form the credit men of certain prominent lines of trade into special parliaments for the discussion of matters of particular interest to them. Thus there will be a headquarters for the dry goods trade, the Hardware trade, the boot and shoe trade, the grocery trade, and various others, and definite hours of meeting of those belonging to these trades for the purpose above named. This plan will undoubtedly promote acquaintanceship among men in similar lines and will have a beneficial influence generally.

"The Man in the Corner" of the W. Bingham Co. store, Cleveland, Ohio, feels in this way concerning the war: "That business will be affected, is certain, but in just what way it is difficult to foretell with exactness. Probably there will be a contraction in the scope and a decrease in the number of great new enterprises, but a stimulation of trade in the smaller regular channels from which the people gain the greater benefit. There will be an increased consumption of labor, food products, textiles, and manufacturing materials of various kinds and a scarcity in some lines with increase of prices. There is nothing in the situation to worry a Hardwareman, and from the way the spring trade is booming it is evident that the Hardwareman finds the time to his liking."

Brace Hayden is back in New York, for a short time only, and it seems like old times to see him once more in evidence at the Hardware Club. The "glorious climate of California" has not dimmed the brightness of his eye, or taken the sparkle out of his conversation. He wears his honors as president of the Pacific Coast Jobbers' Association with that modesty that upheld him while a governor of the Hardware Club of New York. These visits East will be of frequent occurrence in the near future.

The Don and Uncle Sam took a bite at the same apple —Cuban pineapple.

Said the Don: "Will it be 'yes and no'?"

Said Samuel: "All right. Will you get out of Cuba?"

"No!" shouted the Don.

"Phillipene," said Sam, with a laugh.

A banana peel on the sidewalk is a nuisance and the man who steps on it usually tumbles to the fact.—*Exchange.*

The Arcade Girl.

The appreciation of the public for an artistic conception in advertising is capable, perhaps, of no better demonstration than the popularity into which the "pretty girl" idea of the Arcade File Works has sprung. A few months ago this company used the face of a very pretty maiden as the centre piece of a page advertisement. A bewitching smile displayed a row of pearly teeth, and argued the temper of an angel, and doubtless many a lone Hardwareman has mentally quarreled with the infant feline which is cuddled so closely to her cheek. The argument accompanying this charming illustration was to the effect that a good file, like the subject of the sketch, should possess good teeth, and a good temper. The idea "caught on," and was adapted to many uses, until it was eventually found even in the trade journals of our English cousins.

The Arcade File Works, arguing from this that they were on the right track, are still using the idea extensively, the latest form in which it appears being an attractive blotter, from the face of which gleams forth a smile, that makes even the office of a Hardware journal seem bright and cheery.

Speculating With a Speculator.

A wideawake young newspaper man of New York, whose conscience is not hampered and harassed by monumental piety, but who, for all that, is more or less impressed with the general idea of a duty toward his fellow beings, recently conceived the idea of importing a stock of handsome Bibles, and "circularizing" the clergy, offering them particularly advantageous terms which involved, of course, a handsome profit.

Among the many replies, both favorable and unfavorable, was one which, by its tone of semi-pathos, child-like trustfulness and whole-souled sincerity, impressed him very deeply. The writer, a poor country minister, stated that while the vagueness of his salary and the irregularity of its payments would not allow the purchase of the *de luxe* edition of the advertised Bible, yet he felt it incumbent upon him to write and congratulate the advertiser on the great work he was doing. He thought it must be a great privilege to spread the Word throughout the land (he did not mention the profit), and the letter terminated by appealing to the advertiser for his learned opinion as to the translation of three passages in the original Greek, which he quoted. The reason for asking was that the minister considered the translation in the accredited version of the Bible to be ambiguous and obscure.

After carrying the letter in his pocket for a week, and a load on his mind for a like time, our friend at last concluded that this sweet faith should be rewarded, and at once proceeded to a languagesmith and had the refractory angular Greek worked over into good round every-day English. From the fact that each sentence of the translation ended with an interrogation point, and that the body of the sentences made impertinent queries as to the place of purchase of the newspaperman's head gear, and as to the name of the liquid he was at present poisoning himself with, a great light broke in upon him. But it was not until the boys in the office began to make innocent inquiries as to his familiarity with Greek, and his sympathy with the large number of struggling parsons in this country, that his cup of bitterness was full; and then with a loud voice he proclaimed that in future the price on those Bibles would be raised fifty cents to the aforesaid struggling parson and no credit extended. He has not yet "caught up" with the particular "boy" in the office who wrote that letter, and had a Western confederate post it back to New York.

HARDWARE'S "Prices Current" are reliable.

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Smashed a Beautiful Record.

The danger of saying too much is always more imminent than that of saying too little. The man who is convinced he has approximated the virtues of the Creator, and insists upon it to his fellow-men, is always more offensive than the man who secretly believes it, but spares his acquaintances the knowledge of the awful truth.

A story recently related to a representative of *Hardware* by the head of a large Hardware house in New York, illustrates the case in point. Something of this merchant's disposition may be gleaned from the fact that, when speaking of his employees, he says "the boys," with an affectionate intonation, born of long appreciation of their good points, and kind toleration for their occasional errors.

It was the intention of the house to put another representative on the road, and the man they had in view had been favorably, though not thoroughly, known to them for a long time. Negotiations were about concluded, and the signing of a remunerative contract by the salesman was regarded by him as a mere matter of form. At a final interview with his prospective employer, and evidently with the idea of further impressing the latter with his desirability, he said: "Mr. ———, I am an older man than you. I have been in this business for twenty-five years, and I wish to add that I have *never made a mistake.*"

As the would-be employer reached out on his desk in an abstracted manner, and gathered in the unsigned contract, which he slowly tore up in the same absent-minded manner, he remarked that it was a source of keen regret to him that he simply couldn't afford to employ such a valuable man; that there was not a man connected with the house, from himself to the dago who sorted the refuse paper every morning, who was not constantly making mistakes and profiting by the expetience; and that the direct result of the placing of a perfect man among the force would be immediate demoralization. As the perfect man slowly wended his weary way up the street, it probably occurred to him that he had smashed a beautiful record.

A Business Man's Views.

To a representative of *Hardware*, in a recent interview, James Surpless, of the well-known firm of Surpless, Dunn & Co., expressed the most encouraging views as to the results of the present Spanish "unpleasantness."

Mr. Surpless is one of that far-seeing type of American merchants, who believe that there is no better fosterer for American export interests than a vigorous foreign policy on the part of our Government. He believes that, since the foreign trade of our country has assumed the proportions of that of a first-class power, our navy and army should be commensurate to the demands made upon it by conflicting interests of other countries; and, while he deprecates sincerely the necessity for human bloodshed, he considers weakness or want of vigor at a time like this to be criminal. "Having once gotten into this fight," he says, "let it be brief and decisive."

Mr. Surpless further states his belief that the direct results of our present war will be most beneficial to us as a commercial nation. Other nations, who have hitherto regarded us as a mushroom growth of large size and uncertain strength, cannot fail to be impressed with a most wholesome respect for our power to enforce our just demands, as well as to our perfect willingness to spend freely of the almighty dollar, to which it has pleased many people to regard us as willing and helpless slaves. The navy will be increased to such an extent as to rank it among the first three powers of the world; while in efficiency and proficiency, it will, through the practical experience and practice in gunnery, be advanced beyond the navies of other nations. The army will be brought up to the numerical strength demanded by our necessities; and if much active service be seen, will, by the culling out of the dead wood among officers and men, place it on the same plane of merit as those armies whose countries have kept them in the field while ours has been theorizing in barrack life.

Later Congratulations.

Editor Hardware: I have hardly recovered from the surprise occasioned by the wonderful Association Number of *Hardware* which the mail carrier dropped on to my desk a few days ago. I knew you were capable of something real good, but it far exceeded my expectations. It is an elegant number; I expect to keep it as a memento, and, as we say to our friends on their anniversaries, I wish *Hardware* many happy returns.

Respectfully,

JOHN F. BAKER,
Sec'y Ohio Hardware Ass'n.

Dayton, O., Apl. 27, '98.

Editor Hardware: I am in receipt of your very beautiful *Hardware* Association Number announcing your eighth anniversary, and giving much of time and labor to Hardware Association interests. You can certainly be proud of it for many years to come, and congratulate yourselves on the fact that such work is seldom equalled, and probably never surpassed.

It is a work of art in all of its departments—half-tones, cuts, advertisements and all—and ought certainly to be appreciated by every man in the business. It surely should be an incentive to larger work in state and local associations, and deserves the thanks of all men connected therewith. The coming years should bring much of additional prosperity to such work and its originators, as we are certain they will. Voicing all Hardwaremen in offering kindest wishes for growth and prosperity,

Very truly,
H. C. WISEMAN,
President Ohio Hardware Association.

Springfield, O., April, '98.

Hardware, an ably edited review of the American Hardware market, celebrates its own eighth anniversary by an excellent special issue devoted to Hardware associations, present and future. It is a matter of regret to *The Tradesman* that the Southern retail Hardware associations fall so generally in the latter rather than in the former class. The retail trade in the Southern States would profit much by proper organization, and not a week goes by without some of *The Tradesman's* correspondents mentioning or emphasising that need.—*The Tradesman.*

A Full Naval Outfit.

A progressive and patriotic cigar dealer on Columbus Avenue, New York, has built and placed in his window a formidable looking battleship, composed of the various forms in which tobacco is marketed, and having a length over all of about four feet, with a beam of one foot. Her sticks and smokestacks are Havana wrapper, and doubtless Oregon pine filler, while her armor plates are a heavy quality of Connecticut wrapper of impervious appearance. But the height of dread reality is attained in her armament. Peering ominously from unsuspecting port-holes, and occupying important deck positions, fore and aft, are mounted many large calibre, rapid-firing Pennsylvania seed cigars, giving the impression of dreadful execution. The result of Dewey's work in Manila would sink into insignificance compared with the mortality accompanying an aggressive campaign with offensive weapons of this kind.

The production of iron ore in France during the year 1896, according to a report lately issued, reached a total of 4,062,000 tons, being an increase of 382,000 tons over 1895. —*American Manufacturer.*

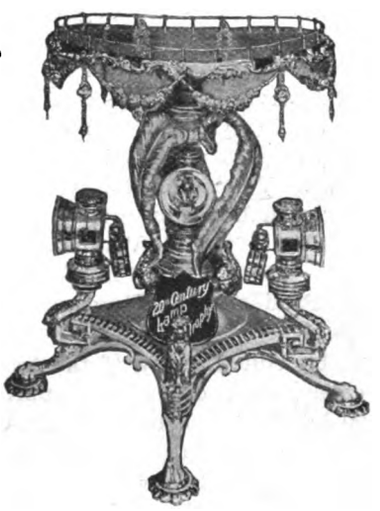
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Akins' Felt Advertising Mats.

C. E. Akins, No. 12 Centre Street, New York, has for years been the largest maker of the popular Felt Mats that are now so largely used for advertising purposes by leading manufacturers, who feel that the distribution among their patrons of this class of publicity can be relied upon to produce the best results. It is stated that wherever they have been introduced into the system of publicity adopted by the advertising manager, succeeding years invariably found increased quantities necessary, and it must be a rare thing to find their pleasing presence considered undesirable by any patron of the manufacturers who distributed them. Illustrating this tendency on the part of the largest makers, Mr. Akins is sending out a two-page circular showing in fac simile the order from Rathbone, Sard & Co., the celebrated stove manufacturers, for the successive years of 1895, 1896, 1897 and 1898, as in no instance was the order for less than 5000 mats, the circular is a convincing proof of the utility of these mats for the purpose intended. Estimates will be given and samples furnished upon application to the above address.

A Twentieth Century Trophy.

One of the handsomest silver trophies we have ever seen, was placed in the windows of a Broadway clothing store recently. One does not know whether to admire it most



as a specimen of the silversmith's handicraft, or as an example of the progressive policy of the Twentieth Century Lamp Co. The trophy is 26 inches high, and weighs 42½ pounds. It is valued intrinsically at $1000, and carries to the winner an income of $25 per week. The principal restrictions imposed upon the winner are that he shall hold it by perpetual competition on tracks under the management of the National Cycledrome, and that he shall wear the Twentieth Century winning souvenirs.

The design, as will be seen from the illustration, is a cycle track in silver, supported by a pedestal of the well-known plumes of the company, which in turn rest on a silver base, on each of the four corners of which is the regulation Twentieth Century lamp.

Hobart B. Ives, of Hobart B. Ives & Co., New Haven, Conn., was interviewed recently on Chambers Street, he having just returned from a "flying squadron" trip through the large cities of the West and Southwest, lasting twenty days. He reports substantially, that never in all his experience has he found his especial line of business in a condition of so much promise for the revival of trade. Stocks were by no means in excess of current requirements, and his sales were the largest he has ever made on a similar trip.

Overstudy sometimes makes men mad. An understudy often has a similar effect upon an actress.—*Exchange.*

Magnolia Metal Co.'s Trade Mark Sustained.

At a stated term of the United States Circuit Court for the Southern District of New York, held in the city of New York, April 18th, 1898, it was "ordered, adjudged and decreed" that the Magnolia Metal Co., in the word "Magnolia," as applied to anti-friction metal and alloys, made and sold by them so largely, was possessed of and owned "a good and valid trade mark." This was the outcome of a suit brought by the Magnolia Metal Co. against Benjamin and Moses Lowenstein, trading as the Nassau Smelting & Refining Co., who were using the word "Mongolia" upon anti-friction metal made and sold by them, which name in such use, was so clearly a violation and infringement of the exclusive rights of the Magnolia Co., that his honor, Judge Wallace "ordered adjudged and decreed" that the said defendants "be perpetually enjoined and restrained" from a continuance in the manufacture and sale of any metal under that name. The Judge in his decree deciding that the use of "the word 'Mongolia' or any other word calculated to deceive the public by a like close imitation of the complainants' trade mark 'Magnolia'" was unlawful, and was amenable to the recovery of damages for the same.

The Coldwell Lawn Mowers.

The Coldwell Lawn Mower Co., Newburg, N. Y., are doing this season the largest business since the company was established. The addition to their usual and regular line of a special line of Golf Mowers has proved to be one of the most successful features of the season, and while the demands of the trade for their regular lawn mower favorites have exceeded their most sanguine expectations, and still continues unabated, the addition above referred to will make a larger plant necessary before commencing another season's business.

The company was successful in obtaining a contract from the Commissioner of Parks of Greater New York for about 300 hand mowers and nearly 70 horse mowers, which will be used by the authorities in beautifying, by their aid, the numerous parks of New York City, sustaining the pride felt by the people in these centers of municipal healthfulness. Other park systems throughout the country are adopting the lawn mowers made by the Coldwell Lawn Mower Co., among which Buffalo, N. Y., provides the latest accession.

Lubrication of Gas Engine Cylinders.

The proper lubrication of gas engine cylinders has been a very difficult problem. The problem, however, seems to have been very successfully solved by an official of the Pennsylvania Railroad Co. He writes as follows:

"I had a gas engine at Sharon, Pa., running a pump, and the man that had charge of it allowed the lubricator to run dry and cut the piston, piston rings and cylinder. The makers of the gas engine said the cylinder would have to be sent to the shop and bored out, and a new piston put in. It was our busy season and we could not do without water. I had some of Dixon's finely pulverized graphite, and I commenced to feed it into the cylinder through the suction pipe with the air and gas, with immediate relief. After about two weeks the engine was running smoother and using less gas than ever before.

"I had this same engine apart last Saturday, and every place that was cut is smooth as glass. This one instance saved us about $75.00. I have great faith in this graphite and always keep it on hand."

W. C. Heimbuecher, selling agent of iron and steel products, Chicago, has removed from No. 100 Lake Street to No. 36 LaSalle Street, suite Nos. 209 210.

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James L. Prescott: Founder of a Great Business.

James Lewis Prescott, the founder of the house of J. L. Prescott & Co., was born at Epsom, N. H., March 8, 1828. He descended from sturdy New England stock, with an English ancestry, which landed in the Massachusetts colony at an early colonial period. The name Prescott is familiar to the readers of American history. Mr. Prescott's ancestor was General William Prescott, who commanded at the battle of Bunker Hill, June 17, 1775.

In 1866 Mr. Prescott moved to North Berwick, Me., and in 1870 commenced the manufacture of stove polish in a structure only sixteen by eighteen feet in size. He first put on the market the "Universal" brand, which soon became very favorably known in a limited territory, but the superior quality of the product worried his competitors not a little. The total daily output of about five gross was delivered at the railway station in a wheelbarrow. The business was a success from the start and yearly increased until it reached an annual sale of about eighteen thousand gross.

In 1888 Mr. Prescott retired from business and was succeeded by his son, A. L. Prescott and C. O. Littlefield, under the firm name of J. L. Prescott & Co. J. L. Prescott now lives at Battle Creek, Mich., where he is passing his days in peace and quietude and where he and Mrs. Prescott recently celebrated their golden wedding in the midst of a large circle of relatives and friends.

In 1887 Amos L. Prescott, the present head of the house, conceived the idea that the old fashioned stick-to-it-all-day method of blacking a stove was a drudgery for housekeepers, that ought to be abolished. He accordingly set about producing a paste stove polish which proved to be a great success. It was put on the market as "Enameline, the Modern Stove Polish." It was determined to make Enameline famous through the most vigorous methods of publicity. In a single year more than $200,000 had been appropriated for advertising.

"It soon became evident," says A. L. Prescott, "that Enameline was to be the world's stove polish and that another location must be selected in one of the great centres of commerce, where adequate facilities for manufacturing and shipping could be provided. This led to the selection of New York City for the new headquarters, and in the spring of 1896, an extensive factory constructed after modern plans was put in operation at Passaic, N. J., twelve miles by rail from New York on the Passaic River, where steamers from the vast water connections about New York, Brooklyn and Jersey City, enter the docks of the company every day. The five gross per day of 1870 had grown to an output of nearly five car loads per day, and was being distributed to every English-speaking country on the globe, as well as in Germany, Scandinavia, Holland, Belgium and South America."

The year 1896 witnessed the largest growth of any in the history of Enameline; both the Passaic and the North Berwick factories were used in conjunction to supply the enormous demands. As the Passaic factory developed, the North Berwick plant was gradually given up, and at the present time, the entire output of Enameline is from the New Jersey factory, and the location as regards skillful labor, plenty of space for growth, and for shipments by water or rail, is most desirable.

In the spring of 1894, J. L. Prescott & Co. commenced the introduction of Enameline into foreign countries, and at the present time they have depots in Liverpool, London, Glasgow, Cape Town, Hamburg, Melbourne, Antwerp, Rotterdam and Copenhagen.

On July 1, 1897, J. Edward Prescott, the son of A. L. Prescott, was admitted into partnership, thus being the third generation to be represented in the business. This gentleman has charge of the Passaic factory. J. Edward Prescott has been especially active in the introduction of labor-saving machinery.

The total length of all the buildings of the Enameline factory at Passaic is more than 700 feet, with a capacity of fifty tons per day. The buildings are lit with electricity, and are ventilated by hot and cold air machinery. The company owns its own machine shops. Over three hundred hands are employed at the present time, and they are paid more than the average scale of wages, the firm believing in a philanthropy that helps people to help themselves.

After the plumbago from the East Indies has been landed at the docks of the company, it is first put through a milling process, which is a marvel of mechanical ingenuity; these mills accomplishing with the work of one man, what formerly employed twenty-five workmen. The company manufacture their own tin boxes, and the enormous size of the production can be conceived, when it is said that they have twenty-two stamping machines with a capacity each of sixty pieces per minute. About five tons of tin plate are used each day. They also make their own packing cases,



JAMES LEWIS PRESCOTT.

and more than 3,000,000 feet of pine lumber is used annually.

The covers of packing boxes are nailed on by machinery. The labels put on tin boxes are ordered in 100,000,000 lots.

The sales department is under the supervision of P. M. Berry, for a number of years connected with J. L. Prescott & Co., a hearty co-worker in the company's energetic policy of push.

The offices are at Nos. 90–92 West Broadway, New York, where the enormous details of the sales department, the direction of large appropriations for advertising, the supervision from one to two hundred traveling men in the United States and foreign countries, and contracts for shipping by land and water, are negotiated and directed.

An interesting fact demonstrating the favor in which American tools are held in foreign markets, is instanced by Chas. Morrill, No. 35 Warren Street, New York. Some time since this firm saw fit to increase the export price of their saw sets, cutting pliers, seal presses, saws and other lines, to bring it up to the domestic price. Notwithstanding that this placed the goods out of competition, so far as price is concerned, with those of foreign manufacture, the export trade has held its own, and in some instances showed a steady increase. The latter condition has been particularly noticeable in regard to the Australian market.

The U. S. Mfg. Co., Fond du Lac, Wis., announce a novelty in cyclometers. It is called the "U. S. Trip," because it indicates the distance covered on each trip, as well as the total mileage of the season. It is finished in polished nickel, and in antique copper, and registers ten thousand miles with independent trip registers of one hundred miles.

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Recent Trade Publications.

The Erie Specialty Co., Erie, Pa., have recently issued a new catalogue intended for the trade of 1898. It is a pamphlet of nearly fifty pages, printed on excellent paper and bound attractively, being the most complete catalogue of the varied products of this progressive company we have seen. In the catalogue the goods are classified in a manner that may with advantage be adopted by all manufacturers of similar products; each article has its own arbitrary catalogue number, and if ordered by number only, no mistake can possibly occur in the filling of the order. Among its contents, which consists of a line of specialties original and unique, are to be found the Walker's Quick Easy Automatic, and Samson cork pullers, as well as the full line of plain, wire, self-pulling corkscrews, in the manufacture of which the reputation of the company was firmly established. They are manufacturing among their line of salable specialties a fine assortment of Lemon Squeezers possessing labor-saving devices of no common order, under the names of Quick and Easy, Perfected, with stand or clamp; Acme, Fifth Avenue Hotel and Samson. Their other specialties include milk shakes, in great variety; ice grips and ice shaves, cigar and tobacco cutters, cigar lighters with and without cutter combined, etc. This desirable catalogue, which may be had upon application, should be in the hands of every dealer handling goods of this "up-to-date" character.

Berger Bros., Nos. 231 and 237 Arch Street, Philadelphia, have issued a handsome catalogue and price list for 1898, of their Tinners' Hardware and Roofers' supplies. This is a finely printed book of 136 pages, bound in heavy cover, with gilt lettering, and is thoroughly illustrated with prices and descriptions. It would be an impossibility to enumerate the very many articles shown in this handsome work, but the Hardwaremen will find described within it everything that can possibly be expected in connection with the lines enumerated. In a note of introduction, the company say: "In presenting our annual catalogue for 1898, which fully illustrates our extensive line of supplies, we do so with the kindest regards to our patrons who have favored us with their orders during the past. We take great pleasure in announcing that we have the largest plant of tinners' Hardware and roofers' supplies in the country, and have a large three-story brick factory at Germantown Junction for the manufacture of corrugated conductors, hanging gutters, etc., which places us in a position excelled by none. With these exceptional facilities we hope to retain the good will of the trade by our usual prompt attention and producing the best goods at lowest prices."

The Howard Chainless Cycle Co , No. 759 Sumner Avenue, Newark, N. J., under the caption of "Read What They Say," print in pamphlet form a number of endorsements of the Howard Chainless, the reading of which would naturally impress the prospective buyer that he need seek no further, if the object of his quest is a chainless wheel. In this pamphlet of thirty-four pages the many important and essential improvements to be found in this wheel the present season, are dwelt upon by those best qualified to know, the riders thereof. The manufactnrers conclude that the "Howard Chainless," possessing "light weight, narrow tread, central draught and superior workmanship," is of right considered a standard chainless wheel, the strength of its gears adding greatly to its value.

The Weatherwax Mfg. Co., Bloomsburg, Pa., manufacturers of the Weatherwax Screwless Door Knob, under a cover caption of "Things to Adore," issue a very neat four-page leaflet, calling attention to the many advantages possessed by this greatly improved style of door knob, which they are manufacturing in all the various styles demanded by the Hardware trade. From the description of its merits given in the leaflet, we should consider a large sale would be the result when once the trade are made familiar with its great convenience.

The Luckenheimer Co., Cincinnati, Ohio, and No. 26 Cortlandt Street, New York, have recently published a catalogue of their extensive production, in portable form, pocket size, so to speak, covering a great variety of brass and iron valves, injectors, whistles, lubricators, oil and grease cups and steam specialties.

The Profits of Cash Discounts.

In almost every line of trade a discount is allowed for prompt cash, for cash in ten days, and for cash in thirty days. The discount for cash ranges from the minimum of a quarter of one per cent. up to ten per cent., and even to fifteen per cent in some cases. The discount for cash is a very important factor in business dealings and yet, strange to say, it is recognized, apparently, by very few retailers.

The shrewd, alert retailer, perceiving the advantages of cash discounts, will make it the earnest purpose of his business career to reach the point where he can discount all his purchases. It is not possible for all retailers to pay cash for all their purchases at all times, but in his own interest it is the duty of every retailer to take the advantage that the terms of sales offer up to the limit of his ability.

Let us examine into these advantages. If the face value of a bill matures at 90 days and the time of sale is subject to a discount of one per cent. per month. then three per cent on the amount will be saved by cash payment. The ambition of the retailer should be to make this entire amount, but failing to accomplish that he should save as much of it as possible, say at least one per cent.

To arrange one's financial system so that he may acquire the habit of discounting bills should be the aim of every enterprising merchant. It will be a surprise to those merchants who at present feel that they are selling at sufficient profit to be able to disregard a small matter like one per cent. a month, to see how fixed the discounting habit will become if it is only indulged in. It is a most admirable habit, because it is a profitable habit.

Anticipating payments by the retailer may be likened to the morning opening of his business place. If he opens fifteen minutes earlier than usual, the fifteen minutes thus gained will appear to be the longest fifteen minutes of the whole day. So it is with a dollar saved by discounting. While it is only a dollar, yet it seems larger than an ordinary dollar, because it comes as a special reward for the capable administration of the finances of the business.

The time-honored terms of the dry goods trade, for example, six per cent. 10 days, or five per cent. 30 days, with datings, were undoubtedly devised to induce retailers to anticipate their payments. Large profits follow from the acceptance of these terms. For example, a bill sold subject to six per cent. in 10 days, or five per cent. in 30 days, with 30 days dating, practically gives the retailer six per cent. off 40 days, or five per cent. off 60 days. Note that for the 20 days the buyer loses one per cent., or in other words, that by neglecting the discount he pays interest at the rate of eignteen per cent. per annum for that interval.

On terms of 30 days net, or one per cent. for cash in 10 days, the same loss of discount occurs if the bill is permitted to reach maturity. Successful merchants improve these opportunities to make money; hence the advantage of cultivating the discounting habit.

JOHN R. DEZELLER.

A Kansas City Hardware firm received an order from a country town the other day for a case of iron tonic. It was turned over to a drug house.

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Interesting Facts About a Famous Lock.

Believing that the subject of locks has a peculiar interest to the class of readers whom our pages reach, we have gathered the following information on this subject.

It is a curious fact that both in England and America the name most prominently identified with locks is that of an American; in the former, that of A. C. Hobbs, and in the latter, that of Linus Yale, Jr.

While the makers of the Yale lock, the Yale & Towne Mfg. Co., Nos. 84–86 Chambers Street, New York, have associated the trade name "Yale" with many of their finer products, in connection with locks it can only properly be applied to the original invention of Mr. Yale and to the latter improvements thereon which have been developed and introduced since his death by the company.



FIG. 1.

The essential characteristics of the Yale system are shown in the accompanying illustrations, and consist in the separation of the key and tumbler mechanism from that of the bolt mechanism, and in the adaptation of a key of sheet metal to the actuation of the peculiar tumbler mechanism

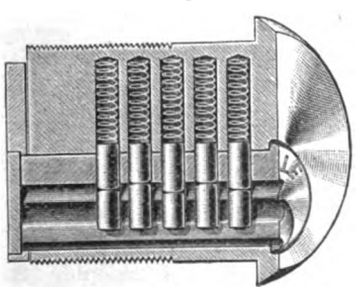


FIG. 2.

shown. The original Yale lock had a perfectly flat, thin key, which was the forerunner of the innumerable forms of flat key now so generally used. It is a common mistake to characterize any lock with a flat key as a "Yale Lock," and many persons are thus misled. The flat key was an incident in Mr. Yale's invention, but its chief importance lies in the form of tumbler mechanism adopted, the vast capacity for key changes which this affords, and the resulting immunity from liability to accidental interchange of keys. In common locks the key changes are counted by the dozen only; in the Yale lock they are counted by the thousand. The flat, steel key of the original Yale lock gave place later to the corrugated key, and this in turn to the latest form, the "Paracentric," which is shown by the illustration. The peculiar key-way used with the latter adds greatly to the original security of the lock, while the intricate form of the key itself practically precludes illicit duplication.

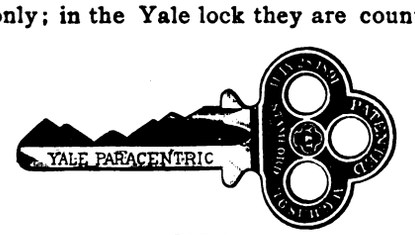


FIG. 3.

The Yale lock is a curious illustration of the adage that "there is nothing new under the sun." In the pyramids of Egypt locks have been found embodying the pin-tumbler system. Here, however, the resemblance ends. In the application of the principle, and in all refinements of mechanical detail, the difference is as wide as that between the civilization of Egypt under the Ptolomies and that of America at the close of the nineteenth century.

Death of William Witte.

William Witte, the surviving member of the firm of John G. Witte & Bro., No. 75 Chambers Street, New York, died of cancer of the stomach, at his residence in Brooklyn, on Tuesday, April 26th. Mr. Witte was born in Lubeck, Germany, in 1838, and in 1857 came to this country to join his brother, who was at that time already established as an importer of Hardware, cutlery and the general assortment of tools and small Hardware made in Germany and sold largely by the jobbing houses of this city until within the last decade or more. John G. Witte & Brother were the first, or very nearly so, of the pioneer Hardware houses which made Chambers Street the distinctly Hardware street it afterwards became, they having located there in 1862. Mr. William Witte was identified with his firm for 35 years, and was a very pleasant unmarried gentleman of quiet and unassuming habits, devoted to his business, from which he was rarely absent, except when compelled by illness. He was a member of the Hardware Club of New York, and the Germania Society of Brooklyn, in the parlors of which organization his funeral services were held on April 28th, interment being in Greenwood. This long established business it has been decided will be closed up, when the stock remaining shall be disposed of.

Discovery and First Use of Coal.

Our anthracite coal fields were first discovered by a hunter named Nicho Allen, during the time George Washington was president. Allen encamped one night in the Schuylkill regions, kindling his fire upon some black stones. He went to sleep near the fire, and awoke to find himself almost roasted. The stones were on fire, and anthracite was burning for the first time. A company was organized shortly after this for the purpose of selling this coal, but met with little scccess. It was taken around to the blacksmiths, but they, not knowing how to use it, would have nothing to do with it. Some of it was shipped to Philadelphia by a Colonel Shoemaker and sold there. It was so unsatisfactory that a writ was gotten out from the city authorities denouncing the colonel as a knave and a scoundrel for trying to impose rocks on them for coal. What changes have been wrought in the past century. Philadelphia owes its growth and progress largely to anthracite coal.—*Exchange.*

Pointed Paragraphs.

It's easier for a camel to get through the eye of a needle than it is for a Chinaman to get through his need of an idol.

The man in the honeymoon is not a myth.

Talk is cheap, but somehow gossip always gains currency.

The monkey has one advantage over the Anglomaniac—he's imported.

The mother-in-law often proves too much for the newly wedded lawyer.

Dry books cannot always be depended upon to satisfy one's thirst for knowledge.

It is one of fate's decrees that lovers must fall in love before they can fall out.

Some people are not satisfied with the milk of human kindness—they want the cream.

It is said that nations move by cycles. A great many people also move bicycles nowadays.

The sins of omission are probably those we would have committed had we thought of them.

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Engineering Secrets.

It is the practice of some engineering establishments to maintain a great air of secrecy and important mystification about all that goes on within their walls, and to impress upon outsiders that large chunks of valuable information are constantly being evolved therein and kept bottled up for strictly private consumption.

Other firms, often of greater reputation, are, on the contrary, extremely liberal with information concerning methods and plans and seem to think that there is no loss whatever in permitting their ideas to go abroad for the benefit of whom they may concern.

Differences of opinion may exist as to the correctness of either position, and the outsider can only judge by circumstantial evidence, which in this instance is sometimes stronger than direct testimony. Manufacturing establishlishments may safely be judged by their products, and it is the general testimony that the shops which are the most outspoken concerning their methods and the most liberal in extending courtesies to visitors, are the establishments whose products stand the highest in reputation, performance and value. This point was very well brought out in a recent discussion over a paper upon the construction of ships, recently read in England, in which the remark was made that much special information, belonging to a private firm, had been given to the public. One of the speakers remarked that he desired to emphasize, not only the desirability, but also the duty of designers and firms having information that would be useful to other members of the profession to give it out for the benefit of all. No one man is so very clever as to be exclusively in possession of all the valuable information, and all can learn from each other. Indeed, in one of the leading American establishments it is admitted that quite as much valuable information is obtained from engineering visitors as it is at all likely they take away with them, and we can believe this to be quite true of several shops which might be named.

When we turn to the places which attempt to maintain strict and solemn guard over everything, and which impose deep secrecy upon all designers and employees, we usually remark a decided absence of originality about the products which lead us often to wonder what they can be hiding behind the closed doors and silent conclaves.

There is no doubt that the best shops are the most liberal and open to visitors, and impose the least restrictions on the freedom of speech of their employees, and the places which maintain the greatest secrecy apparently are the very ones which have the least to conceal and the most yet to learn. The most cherished secrets they possess are often their own deficiencies, and yet these are most apparent to all, for by their works we do know them.—*The Engineer, New York.*

Tempering a Spring.

It is not every smith who knows how properly to temper a spring. It is not a hard job to some smiths, but other smiths, professional and amateur, claim that it is. In getting ready to temper a spring, one should begin with the forging itself, for if that be not well done, no amount of "know how" can make a successful tempering. The forging should be done with low heats and light blows, and the steel should not be hammered while cold, with heavy blows at least. Avoid making hammer marks in the steel when forging, for, although such marks may be worked out, they do not add to the strength or long life of the spring. A good many failures of seemingly perfect springs could doubtless be traced to this little point in the forging. After the spring has been hammered to size, spend a little extra time in lightly hammering the steel when it is nearly cold—but don't strike hard. The light hammering will toughen the steel and make a better spring. The outside surface or "skin" seems better adapted to spring work where the surface is hammered up, instead of being filed or ground. After the hammering is done, polish the spring with a bit of emery paper. It is best not to put it on an emery wheel, for then the skin above mentioned would be destroyed. Sometimes, however, it is necessary to partly shape the spring by grinding; but let this be done at an early stage of the job, so that the outside skin may be restored as much as possible. When ready for the hardening, there are two ways of doing the heating—either by holding the spring over a clean fire with a small pair of tongs, keeping the spring high up so that it will heat slowly, or by first heating a heavy piece of iron red hot, and then placing the spring on that until the steel is heated.

When the spring is fully and uniformly heated to a light red, plunge into cold, but not ice-cold, water. The amount of twist that is got in the spring by this operation depends on the manner in which the spring is put into the water. If it be put in so that a flat side touches first, the sudden cooling of that side will cause the spring to be pulled out of shape, and held there by the subsequent cooling of the rest of the spring. If put into the water endwise, or straight, there will be but little distortion of the spring. After hardening, polish the steel with a bit of emery cloth until the metal is bright, clean and white, then put a few drops of oil on a bit of paper, light it, and hold under the spring until every portion of its surface is covered with a thick coating of smoke. Next heat the spring slowly, holding it high up the forge fire until the smoke is all burned off; but it should all go alike. Don't let one part of the spring get so hot that the smoke is all burned off while another part is thickly coated. This means a spring of uneven temper, that will break off in short order. When the smoke has been carefully burned off, lay the spring on the ashes of the forge to cool slowly, and in a few minutes it will be ready for work.—*Scientific Machinist.*

Some Georgia Nuggets.

Some folks would rather wait all day fer de wagon than run ten yards ter ketch a train.

Doan' judge de church by de steeple. Some steeples are so high dat sinners can't hear de bell ring.

De worl' was a mighty good worl' till it got folks in it; kase in dem days dey wuzn't nobody ter tell you how bad it wuz.

De prodigal son never went home till he got hongry. After dat he got religion en made a bee-line for de ol' man's.

De middle er de road is purty dusty, but its lots safer than stumblin' roun' in de woods.—*Exchange.*

The extent to which ball bearings are now employed is shown by the importation of at least 200,000,000 balls a year, mostly from Schweinfurt, Germany, where the largest manufactory of steel balls in the world is located. Recently a company has been formed in Allentown, Pa., which includes many of the stockholders of the German company, and capital has been subscribed for the erection of large works there for the manufacture of steel balls. The plant is to have a capacity equal at least to the importation demands of last year.

The Bureau of the American Republics is officially informed that the government of Ecuador is asking for bids for the construction of an iron building, to be used as a custom house for the port of Guayaquil. Payment for the work will be guaranteed by import duties of the port, appropriated for that purpose. The plans and specifications and further information may be obtained from Miguel Valverda, consul-general of Ecuador, No. 24 State Street, New York city.

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Some Curious Old Patents.

In our German contemporary, *Glaser's Annalen*, some interesting particulars are given as to early British patents. It will be seen that the idea, at least, of some of our modern inventions was anticipated by these curious old patents. We give below some interesting examples:

The first patent specification, accompanied by drawings, is that belonging to the British patent No. 169, of 1673, which describes a machine for grinding seeds and extracting oil; also a machine for cleaning and dredging rivers, harbors, etc. The second patent, with drawings, is the British patent No. 186, of 1675, relating to a mining pump.

Thomas Master, a Pennsylvania planter, secured a British patent, No. 401, of 1715, for a process for treating corn. This patent is remarkable in that it states that the invention was made by Mrs. Sibylla Masters. This is, perhaps, the first case of a patent granted for an invention made by a woman.

An English patent (making steel, etc.), granted May 6, 1671, to Prince Rupert, Duke of Cumberland, was assigned to King Charles II.

A patent granted to Prince Rupert, Duke of Cumberland, gave him the right to take oath from his workingmen that they would keep the invention secret.

The Marquis of Worcester, on November 15, 1661, secured a British patent, No. 131, covering the following inventions: A self-winding clock, rapid-firing guns and pistols, a device for detaching runaway horses, and lastly, a ship constructed to sail against the wind, and capable, when anchored, of use as a water motor or windmill.

The patent 183, of October 25, 1675, grants a London merchant, Justinian Angell, the right to erect lighthouses at the mouth of the Humber, and to collect a duty from the skippers.

By letters patent No. 255, of August 23, 1687, the Duke of Albemarle secured the sole right of erecting sawmills, driven by wind or by water, in some colonies (excluding New England).

A repeating rifle is described in the patent to Charles Cardiffe, No. 216, of February 16, 1682.

Patent No. 184, of 1675, shows how to convert foul water and salt water into palatable drinking water in large quantities and quickly.

The idea of catching fish by the aid of lamps is found in the patent No. 295, of April 22, 1692.

The first patent for a burglar alarm is the British patent No. 331, of January 11, 1694.

Patent No. 314, of January 31, 1693, covers a process for utilizing the heat generated when slaking lime.

The first English patent containing a mention of coffee is that granted to Richard Bull, No. 373, of December 22, 1704, for a coffee roasting machine.

The first patent containing a reference to potatoes is No. 413, of May 17, 1717, for a process of making starch from potatoes.

A chemical fire extinguisher is described in patent No. 458, of November 12, 1723.

Thomas Savery's patent for his steam engine is numbered 356 and dated July 25, 1698.

A wave motor is described in patent No. 315, of 1693.

The use of the hydraulic jet for the propulsion of vessels is described in the British patent No. 132, of May 16, 1661, granted to Thomas Toogood and James Hayes.

The British patent No. 236, of 1684, granted to John Cliquet, relates to a carriage-like machine adapted for use as a conveyance for one or two persons. The inventor apparently had a motor carriage in view.

The first patent relating to street lighting is that granted in England to Vernatty, No. 227, of 1683.

The first patent relating to street cleaning is a British patent granted February 21, 1674, to Thomas Toogood.

On June 20, 1699, Edmund Heming secured a British patent, No. 364, for a street sweeping machine.

The British patent of Edmund Heming, No. 282, of October 17, 1691, is for the "making of iron plates tinned over, commonly called tin plates, as good as those brought from and made in Germany." The use of the words "made in Germany" at such an early period is significant.—*Scientific American.*

The First Typewriter.

The New York *Sun* reports that the inventor of the first typewriter is still living. It is not surprising to learn that he was a Connecticut Yankee. The first instrument was a home-made affair, and the inventor, according to this account, never reaped the reward of his great idea. This first typewriter was perfected about thirty years ago, and received little encouragement from the scientists of those days. The machine did its work well, although in a slow way as compared with improved modern machines. The typewriter was first set up in a small melodion case in New London. The type was worked with a keyboard. The machine was taken to various States and exhibited, when inventors, seeing the idea, set themselves to work, and the result was the modern typewriting machine in all its multitudinous variations.

A Lot of Bulls.

It was a Scotch woman who said that the butcher of her town only killed half a beast at a time. It was a Dutchman who said a pig had no marks on his ears except a long tail. It was a British magistrate who, when told by a certain rascal that he was not married, responded: "That is a good thing for your wife." It was a Portuguese mayor who enumerated, among the marks by which the body of a certain drowned man might be identified when found, a "marked impediment in his speech." It was a Frenchman, who, contentedly laying his head on a stone jar for a pillow, replied to an inquiry whether it was not too hard: "Not at all, for I have stuffed it with hay." And it was an American who lecturing one evening said: "Parents, you may have children, or if not, your daughters may have."—*Household Words.*

A peculiar fabric which is likely to be useful for a variety of purposes is being manufactured in Brussels. It is flexible, transparent, and waterproof, and can be washed off like a pane of glass with cold water by means of a sponge. The material is mainly intended for portieres, shades, umbrellass, etc. The patented process consists in filling up the meshes of a wide meshed fabric, such as muslin, with chrome gelatine, or a similar substance, and rendering the chrome gelatine insoluble by exposure to light. The stuff is then coated on both sides with boiled linseed oil or fat varnish, and the treatment with chrome gelatine and linseed oil is repeated several times. The fabric is decorated by printing.

Burditt & Williams, Boston, announce on page 36 of this issue a new Marty Rat Trap, No. 3½. They state that this trap is slightly smaller than their No. 3, but is the same in every other respect. It is made, they say, "to meet the competition of worthless imitation traps by furnishing a genuine at a cheaper price." They will be pleased to send quotations and other information on application.

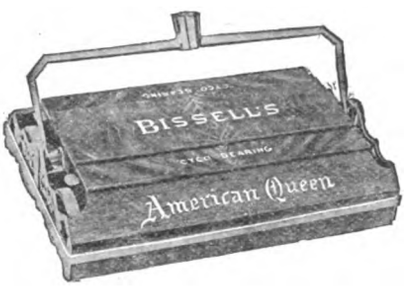
The E. S. Stiles Co., Watertown, N. Y., are sending their friends an attractive card showing samples of some of their leading productions. Prospective purchasers are requested to send samples or sketches, for the purpose of obtaining prices.

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NEW GOODS AND SPECIALTIES.

Cyco-Bearing American Queen.

The latest production from that active quarter where so much is produced, the Bissell Carpet Sweeper Co., Grand Rapids, Mich., and New York, is the Cyco-Bearing American Queen, made expressly to meet the demand that exists with an exclusive class of customers who are always willing



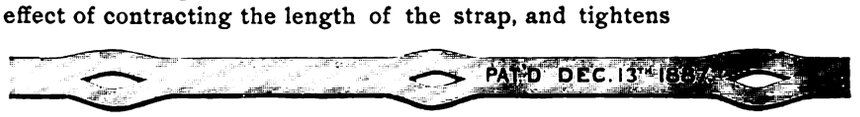
to pay a little more for an exceptionally fine article. This sweeper is made from imported mottled mahogany veneer, selected, the figure being matched to produce the finest possible effect. This veneer is given the highest grade piano finish that skilled workmanship can produce, and contains all the latest and best patented devices of the Bissell Co., including "cyco" bearings and dust proof axle tubes. The metal parts are all nickel, and only the best materials throughout are used in the construction of this sweeper. The company say that no expense has been spared to make the American Queen attractive in the highest degree, and mechanically perfect. They add: "No piece of furniture going out from any of Grand Rapids' famous factories at any price is finished finer than Bissell's 'Cyco' bearing American Queen sweeper." The Bissell Co. also strongly recommend the use of their upholstered handles with this sweeper.

De Haven's Shipping Department Specialties.

De Haven Mfg. Co., Nos. 50 to 54 Columbia Heights, Brooklyn, N. Y., are placing upon the market among a



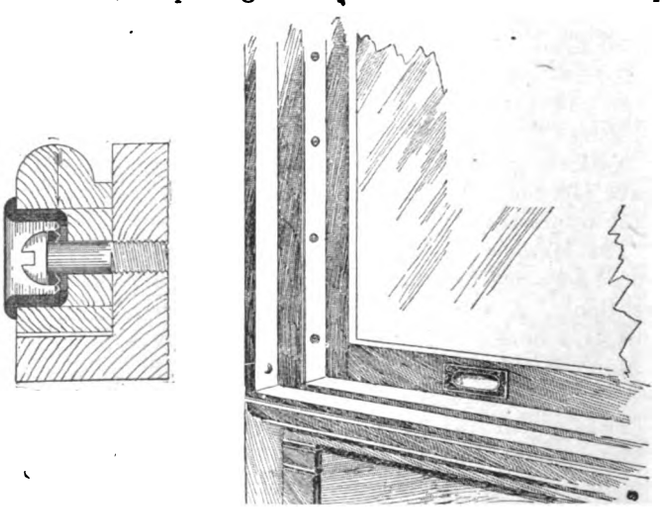
number of other specialties the Self-Drawing Wire Box Strap, illustration of which is given herewith. This is a flat wire strap that lies close to a case, making a neat finish when applied; the strap is provided with split and spread holes, three inches apart throughout its length; the driving of the nail spreads these holes to an extent that has the effect of contracting the length of the strap, and tightens



it consequently to a remarkable degree. These straps are furnished, put up on reels of 5000 feet lengths, and are also supplied in bundles of 100 pairs of straps cut in lengths from ¼ inch width by 4 to 12 feet to 7-32 inch width in same lengths, making them adapted to special lines of busisnes. The De Haven Mfg. Co. are engaged in making various similar specialties in the line of box straps, clutch nails, etc., intended for use in stripping, nailing and repairing packing cases, crates, buckets, pails and furniture, catalogues and samples of which will be promptly sent upon application to the factory.

New Window Stop Adjuster.

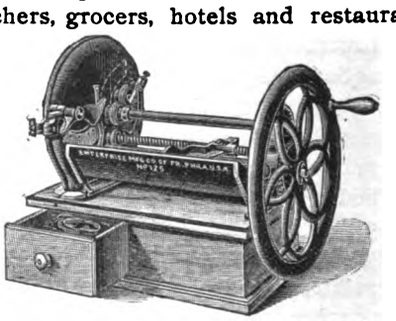
The Queen Sash Balance Co., No. 150 Nassau Street, New York, are placing on the market a new Window Stop



Adjuster, specially designed to prevent slipping after the stop is set up in its place. It is explained by this company that heretofore "the difficulty with devices of this character has been that, after adjustment, the frame of the window exerts a pressure sufficient to force the stop back, and thus renders it ineffectual." In the Queen Window Stop Adjuster, the cup and the washer, into which the set screw fits, are both corrugated, as shown in the accompanying illustration, and when properly adjusted, cannot slip until the screw is again loosened. The manufacturers call attention to its special application to revolving sashes.

Enterprise New Rotary Beef Shaver, No. 125.

Those who are desirous of the largest obtainable profit from each dollar invested, will be interested in the latest product of genius in money-making-and-saving machines, illustrated herewith. In these days of competing business interests and fastidious customers, it becomes absolutely necessary that every legitimate means be adopted to satisfy the conditions. In its particular field the Enterprise New Beef Shaver, the latest product in its class, combines the good features of all predecessors and corrects all their faults. To butchers, grocers, hotels and restaurants, or



those having to slice any product such as smoked beef, bacon, bologna sausages, ham, cheese, etc., required to be uniformly and rapidly cut into slices, this new machine is the exact thing. It is capable of slicing from one-eighth inch to the thickness of paper, instantly as desired, never produces irregularity in slices, and will cut to almost the

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end of the piece. Is always ready for use, and with all has a great slicing capacity. Its graceful appearance is partly shown by the illustration. That it is ornamental, substantial and accurate, is assured by the fact that it is manufactured by the Enterprise Mfg. Co , of Pa., Third and Dauphin Streets, Philadelphia, Pa., who will forward, free, information and prices upon request.

The Boston Ice Pick.

A new spring ice pick—the "Boston"—is being placed on the market by John H. Graham & Co., No. 113 Chambers Street, New York. Among the many points of merit



claimed for this handy tool are simplicity, from the fact that it contains few parts carefully put together, and warranted not to break or get out of order with ordinary wear; durability, as the working parts are made of brass or coppered steel, and will not rust or corrode; convenience, because it can be operated with one hand, the point remaining fixed where desired, and thus preventing the scattering of pieces of ice. The handle and head run freely on the rod, and as heavy a blow as required may be given.

Difference Between India Rubber and Gutta Percha.

India rubber is of a soft, gummy nature, not very tenacious, astonishingly elastic.

Gutta percha is fibrous, extremely tenacious, and without much elasticity or flexibility.

India rubber once reduced to a liquid state by heat, appears like tar and is unfit for further use.

Gutta percha may be melted and cooled any number of times without injury for future manufacture.

India rubber coming in contact with oily or fatty substances is soon decomposed and ruined.

Gutta percha is not decomposed by coming in contact with oily or fatty substances.

India rubber is ruined by coming in contact with sulphuric, muriatic, and other acids.

Gutta percha resists the action of these and nearly all acids.

India rubber is a conductor of heat, cold and electricity.

Gutta percha is a non-conductor of heat, cold and electricity.—*The Formulary.*

The monthly meeting of the New England Hardware Dealers' Association will be held at the Revere House, Boston, on the evening of Wednesday, May 11th. The following subjects will be discussed: "Relations of the employer to the employee;" "Vacations; duration and most desirable season for same;" "Leave of absence on account of sickness, length of time allowed on full pay, if any;" "Custom of clerks making special or cut prices to friends. Is this practice general?" The following members are expected to speak upon one or all the topics; Messrs. Loomis, Adams, Janvrin, Thompson of Lowell, Barber, Parlin, Burditt, Morss, Hunter, Wiley and Balkam. Messrs. Mansfield and Van Buskirk will furnish the musical entertainment. The entertainment committee consists of Thomas H. Baldwin, Boston; Byron C. Pierce, Taunton; J. B. Taylor, Waltham.

Douglas & Co., iron and Hardware merchants, Amherst, Nova Scotia, announce that they have associated as a member of their firm, Harold W. Stevens, who was formerly in their employ, and Walter Wood, who has been in charge of their office work. They have enlarged and improved their premises, and intend continuing their business on the same lines as heretofore, giving especial attention to the Hardware trade, in both wholesale and retail branches.

What a Drop of Ink Did.

James Gordon Bennett had a way of appearing in the composing and press rooms of the *New York Herald* at the most unexpected times; and as his visits often resulted in a general "shake up" of the working forces of the paper, they were awaited with fear and trembling by the employees. On one of these occasions, one of the pressmen, an excellent workman who had been there under the elder Bennett, but was somewhat guilty from a lapse of sobriety, had a black eye and was in a quandry as to what excuse he should offer if Mr. Bennett should comment upon it. By a sudden inspiration, he seized an ink roller and daubed some ink on his face, completely covering the discoloration. Presently Mr. Bennett came to the press room, and, with the foreman, Mr. Hays, went through the room, commenting on every detail and looking very sharply at every employee. When about to leave, he pointed suddenly to the inky pressman, and said, "Mr. Hays, what is that man's name?" The man quaked in his shoes until Mr. Bennett said slowly, "I want you to give that man three dollars a week more wages. He is the only man in the room who looks as if he had been working."

Alder & Boyd have located at No. 37 Warren Street, as manufacturers' representatives. The members of this firm are Benjamin S. Alder, formerly with J. C. McCarty & Co., and Andrew Z. Boyd, formerly with the Whitman & Barnes Mfg. Co. In announcing this to the trade, these gentlemen say: "It will be our aim to carry a complete line of samples, catalogues and price lists for the benefit of the New York jobbers and export commission merchants. Our quotations will be the manufacturers' selling prices. Our experience of twenty-two and fifteen years respectively will be a guarantee of the quality of goods we shall represent. We consider it our most pleasant duty to thank our customers for their patronage of the past."

The annual meeting of the stockholders of the Joseph Dixon Crucible Co. was held at the company's main office, Jersey City, N. J., on Monday, April 18th, and out of a possible vote of 7345 shares, there were 7042 shares voted for the re-election of the old board, consisting of Edward F. C. Young, John A. Walker, Daniel T. Hoag, Richard Butler, William Murray, Alexander T. McGill and Joseph D. Bedle. President, E. F. C. Young; vice-president and treasurer, John A. Walker, and secretary, Geo. E. Long were re-elected by the directors, Judge Joseph D. Bedle was also re-elected as counsel.

Herr Frederick Alfred Krupp is the largest employer of labor in the world. On the payrolls of the great Krupp establishment are more than 25,000 men. They are employed in making cannon and other munitions of war. Thirty-four governments have made purchases there, and this means that more than 25,000 guns of various sizes have been frowning on mankind in the name of peace and civilization.—*Industrial World.*

W. R. Russell & Co., manufacturers of the Royal Metaline Polish, whose factory and offices at No. 2 Burling Slip, New York, were recently destroyed by fire, have secured new offices in the John Wolfe Building, No. 66 Maiden Lane. Their factory will be away from the offices, the location not being yet chosen.

A. W. Douglas, secretary of the Simmonds Hardware Co., St. Louis, Mo., was in the city recently. He reports good business in the West, despite the uncertainty created by war talk.

It is not so much what he takes in as what he digests that makes a man strong in business practice.—*Exchange.*

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Review of the Markets.

Hardware: The war conditions, which form the staple substance of everyone's daily thoughts and discussion, have kept the full business which is always expected in the month of May, from becoming the important feature of the anticipated Spring trade. The volume of business is fairly good, but by no means extraordinary, the Western demand keeping up very satisfactorily, while the business along the Coast and in the Eastern States, has never advanced from the sluggishness manifested so far this season as its prominent characteristic. With few exceptions prices remain quite steady. The belief is rife that if the war with Spain should prove of short duration, our Fall trade will become a phenomenal one. Collections so far this season are reported as being unusually good.

Wire Nails: The old stocks in the hands of the leading dealers seem not yet exhausted, and the current demands of the large trade are of a very moderate character. Prices seem to have touched a satisfactorily low rate, and any inclination toward lower quotations is not noticeable. A number of mills of limited production closing down would indicate present profits as being extremely light, the feeling between competing mills not being of an aggressive character. While large buyers with good sized specifications are still able to place them at $1.30 at mill, the market price for carload lots is represented more fully by $1.35 at mill. New York prices are: Carload lots on dock, $1.45 to $1.50; smaller lots from store, $1.55 to $1.60.

Cut Nails: The business in this staple line has been but moderate for some time, and present quotations may justly be regarded as sufficiently low to induce a larger business than is apparent. New York prices are represented by the following: Carload lots on dock, $1.17½@$1.20: smaller lots from store, $1.25@$1.30.

Builders' Hardware: The volume of trade in this diversified line of business is gradually assuming an importance very gratifying to the makers thereof. The stocks throughout the country are by no means large, and the tendency of the trade is to gradually increase them by carrying an average assortment in which the latest styles of design and finishes shall be found well represented.

Binder Twine: The placing of some of the larger orders which have been held back for trade developments, has made the market a much firmer one, and prices have advanced at Eastern factories ¼ cent a pound. Quotations for carload lots are represented by the base price of 6¼ cents per pound for sisal and 7¼ cents for manila, 550 feet to the pound, smaller quantities being held at ½ cent a pound advance on these prices.

Cordage: An increasing demand and improving conditions affecting supply of material have made an advancing market, the base price for carload lots being represented by, manila, 7-16 and larger, 6¾ cents, and sisal, corresponding sizes, 6 cents per pound; other sizes at the customary differences. Smaller quantities are quoted at the usual ¼ cent a pound advance on above prices.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 43 cents per gallon; in lots of 5 barrels or more, 42 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE DAVENPORT TRADE.

Money is in good demand at slightly higher rate of interest. Amount of bank deposits practically unchanged. Bank clearances show a large increase of business, as compared with last year at this time.

The demand for army supplies incident to the American-Spanish war has very largely increased the output at the United States arsenal here. By the time this is in print there will be employed not less than fifteen hundred men, which means an addition to the usual force of fully one thousand mechanics, of whom there are probably seven or eight hundred newcomers, increasing the population of this neighborhood on account of extra help at the arsenal alone fully two or three thousand people. The work that is shipped daily from the arsenal amounts to six or eight carloads, and comprises caissons, gun carriages, haversacks, blanket bags, saddle cloths, saddle bags, gauntlets, waterproof canvas coats, girths, cartridge pouches, cart belts, Springfield rifles, canteens, frying pans, tin cups, cannons, artillery harness, etc., etc., etc.

The demand for some lines of goods is greater than the supply, notably some of the best brands of barb wire, smooth fence wire, auger and auger bits, poultry netting, garden rakes, rope, field fencing and solder.

Many of the wire nail mills have shut down, and as soon as this is known there will probably be a sudden demand for speculative stocks.

Some of the manufacturers have withdrawn all prices on rope on account of the precarious condition of the manila and sisal fibre market. Stocks are light.

The amount of sales for April compare favorably with sales for same month in 1897, but the increase of sales does not carry with it a corresponding increase of profits. The rule is getting to be large sales regardless of profits. Collections are satisfactory, with no failures to report from here.

SICKELS, PRESTON & NUTTING CO.

THE COLUMBUS TRADE.

Business still continues good, and we think our experience is the same as other jobbers with reference to the difficulty in getting seasonable goods promptly. The demand for some lines is far in excess of the output of the manufacturers. We are just in receipt of a letter from a large manufacturer apologizing for delay in shipping goods, and giving as a reason that nine of their most important men had enlisted and gone to help wipe the Spanish out of existence. It is our opinion that about one more such victory achieved at Manila will end the war. We trust we will be successful in the next engagement, and then have peace.

Some goods have taken a decided advance, especially metals and rope. The price of smooth fence wire is firmer since May 1st. Manufacturers can sell more than they can make, and no doubt think it a good time to get better prices.

Our city is the centre of attraction at present, as we have about nine thousand soldiers here. They are a fine looking body of men and youths. A great many of the State militia are under age, but they will make good soldiers if they are sent to the front.

The weather is favorable for vegetation, and prospects could hardly be better for an abundant harvest.

SMITH BROS. HARDWARE CO.

THE OMAHA TRADE.

Trade is moving along in remarkably even channels, still showing a noticeable improvement over the corresponding periods of a year ago. While in some places complaint is made that business has been affected by the war scare, it does not appear to have reached this locality, and no ill effects whatever have been noticed.

A feature of business is the unusual demand for barbed wire, mostly from the cattle ranges in the western part of the State, and this must be taken as a healthy indication of this great industry. Some scarcity has been noticed in the supply of season goods, notably, poultry netting and steel goods, and the demand for spring goods has been quite above the average.

The near approach of the opening of our Exposition makes considerable stir and improvement in local trade,

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and unless present expectations, from some untoward cause, fail to be realized, the gates will swing open at the time set and it is the opinion of competent judges who have had experience in these things, that the display will exceed in many respects, anything that has ever been undertaken in this line, not excepting the World's Fair. Collections are good. RECTOR & WILHELMY CO.

THE CHICAGO TRADE.

We have not had time during the past month to write our usual letter, for the very good reason that it has taken all of our time to keep our different stocks in condition and fill our orders.

Business is much better than last year at this time. Customers are paying promptly, and are well pleased with prospects for a fine trade throughout the Spring months.

Consumers in the country should certainly feel most liberally disposed to make purchases and pay up, as grain, cattle, horses, hogs and other farm products are booming in price.

Many other lines of merchandise, such as clothing, groceries, dry goods and drugs are advancing, but we are still selling Hardware at about the lowest figures known.

There seems to be an enormous demand for plain and barbed wire, steel goods, poultry netting, lawn mowers, farming tools, wire cloth and window screens.

With the early closing of our war with Spain in prospect, we shall, no doubt, give manufacturers the largest business they have had any time in ten years.

WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

The weather, this Spring, has been very seasonable for all kinds of farm work. The seed is now well in the ground, and the ground is in good condition for it to grow.

The war, and other causes, have stimulated the price of all farm products, and the farmer is in a more prosperous condition, and is looking forward to better prospects than at any time during several years past.

As a consequence, the retail merchant is busy, for his customers are paying their accounts, and making new purchases freely.

Great activity in building is reported both in the country and city, and altogether, it looks as though prosperity was advancing with reasonably rapid strides.

But you say, "How about the war?" We see four thousand young men who, ten days ago, were peacefully pursuing their several vocations at their homes throughout the State, now in camp within our city limits, more or less industriously drilling and fitting themselves to be soldiers. One hundred and odd thousand young men are gathered in various other States throughout our country, also drilling, and dreaming of fame to be won at the cannon's mouth.

What effect does all this have on business? Aside from the slight derangement occasioned by taking some men away from their places, as far as the writer's observation extends, it has no appreciable effect. Newspapers sell somewhat more freely, and loafers hang around bulletin boards instead of walking up and down the streets. Business goes on as usual. People continue to "buy and sell and get gain," (or try to) to build, manufacture, dig, plant, etc., ete.

Alll things considered, we think we can safely predict for this great Northwest, rich in resources, and for which nature has done so much, a prosperous time for the closing years of the century.

C. W. HACKETT HARDWARE CO.

THE PITTSBURG TRADE.

There has been a decided lull in the jobbing trade during the past ten days, which is rather disappointing, as we looked for good brisk trade this spring. The cause is not far to seek. War excitement and uncertainty is the trouble. The weather during April was also a drawback, as it was more like our usual March weather, while March was mild, and trade that would have been deferred was crowded into the earlier month.

It is quite a problem to decide the probable effect of the war on prices of Hardware. Unless it reaches much larger proportions than at present, we cannot see that iron and steel will be much affected, but items like manilla rope and lead goods have felt the pressure already.

We sent off two of our young men last week with the soldier boys, but trust the naval forces may settle things before they are needed for actual battle.

The plate glass makers gave us a surprise by getting together and making a sharp advance in price of their product, which has been sold at cost for some time past. Our mills are all generally well employed on contracts taken early in the year, which are allowed to stand. Makers of projectiles for government orders are running to full capacity seven days in the week.

LOGAN-GREGG HARDWARE CO.

THE BOSTON TRADE.

We learn that the spectre of war has produced a sensible depression in almost every line of business, and reports from some of our manufacturing towns at the present writing are far from encouraging.

It is to be regretted that just as business was assuming its normal condition, prices becoming more steady, collections gaining, that this barrier should present itself, which, although may be exaggerated as regards the result, yet has had an unhealthy influence which is difficult to overcome.

Between the war and unseasonable weather, certain lines which otherwise would be in good demand are laid upon the shelf, only to be brought out as the advance of the season forces their purchase.

The news of the past few days has led to a feeling of security, and it is firmly believed that it is now only a question of time when we shall see business back to a promising outlook. FRYE, PHIPPS & CO.

THE CLEVELAND TRADE.

Comity in trade which would make business life more pleasant, is a subject that trade organizations might profitably consider. Competitors are not necessarily enemies. I suspect that our old theological convictions of total depravity have much to do in forming opinions of our business associates, and perhaps it is influenced by our contact with customers, but we must not forget the important fact that ideals improve with improved conditions. "Smartness" that is thought to be "cute" in the earlier stages would not be permitted in a business house of character. The fact that a house has attained standing in business is evidence of this.

Human nature is not totally corrupt; a large proportion of men are honest; if this were not so it would be impossible to do business, and those who act on a different theory are chronic pessimists. They prefer to suspect and to impute dishonest motives. They are scavengers after meanness; they may find reasons in themselves, but it is blasphemy and libelous to apply it to the mass of business men.

Self-interest compels integrity in business life, and to suspect that everybody is a cheat, disqualifies a man for business. Manliness forbids our assuming dishonest motives without evidence. The man who does so characterizes himself. Letters written imputing dishonesty tend to disgrace the writer. Such letters shadow the life of business men and would bring despair only that the great majority of men, by their nobleness, modify the influence.

To suppose that the house you deal with intends to treat you honorably is the true normal attitude, and to expect that until you are compelled to think differently, is the manly method.

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To write a business man what you would not say to him is cowardly. Every word in a letter should be carefully considered if blame is to be imputed, as antagonism hinders success. Show that you expect fair treatment, and you are likely to get it; to write a letter in anger puts you to disadvantage.

Much of the ill feeling would be avoided if ungentlemanly letters were never written, and everybody would be better served. Being a customer of a house does not justify impudence, but being a gentleman insures gentlemanly treatment.

Now that the war is upon us, let revenue enouge be collected to pay as we go, so that when it is over, we can forget it. The channels of business will be changed; millionares will be increased and poverty not removed.

April has proved a good business month and we may anticipate that the movement will not altogether stop. We shall see what we shall see for the future.

THE LOCKWOOD-TAYLOR HARDWARE CO.

A new solid petroleum fuel has been invented by George H. Fullerton, which he has perfected after several years of experimenting. By the use of certain chemicals and peculiar treatment of the crude petroleum, Mr. Fullerton makes a solid mass, very black, which in some forms breaks almost with a fracture. It burns just as coal burns, does not fuse or run, gives out not so much smoke as ordinary coal, costs at present price of oil less than $5 a ton, and gives out between two and three times the heat units that the same weight of the best coal will give. The material may be made into any form of brick, is much cleaner than coal in handling, has comparatively little of the petroleum odor; it can be stored in the sun without fusing or melting, and in other ways is a marked advance in the preparation of fuel materials for use. A substance of this kind could be used for heating purposes where oil and gas are used now.

The invention of an expanding auger, by which a hole may be bored larger at the bottom than at the top, was for a long time thought impossible, but it has been successfully accomplished, and has simplified many of the operations of building and other systems of construction. As the auger enters the wood a movable side bit or cutter is forced outward from the bottom of the cut by turning a thumbscrew on the body or stem of the borer. Thus the hole may be made a third larger at the bottom than at the top if wished. The advantages of this are apparent. In securely fastening the tenon or piece which enters the hole all that is necessary is simply to "check" its end and insert or merely start a wedge. In driving the piece home the wedge strikes the enlarged bottom of the mortise or bore and expands the entering piece to a complete and watertight jointure.

Beggars' Papers.

At the present day every trade must have its paper, but it is not every trade that has a daily paper devoted exclusively to its interest. The beggars of Paris can boast that they are thus favored. The Parisian beggars, who according to a writer in *Household Words*, number about eight thousand, have two daily papers. One of these is entitled the *Bon Guide*. It gives a complete list of the baptisms, weddings and funerals to take place on that day, so that they may be well posted as to the best places to pursue their calling. For begging-letter writers there is a list of the addresses, arrivals and departures of persons of known charitable disposition. The paper is a mine of information to its readers. The *Beggars' Journal* is not so "high class," but it is perhaps more interesting. It prides itself on the exclusiveness of its information. It is unique in form, being written, and not printed, on the coarse brownywhite paper used by grocers to wrap sugar. Its advertisement columns are suggestive. "Wanted, a blind man to play the flute. Apply, the editor." "Wanted for a fashionable watering place, a one-armed man, good references, security required." This paper contains, like the other, notices of births, deaths and marriages in high circles. It does not boast of a very large staff; for the editor, who is also sole proprietor, writes out the single copy of the paper, and takes it round every morning to each of his subscribers, who have the privilege of looking over this unique journal for a few minutes by paying the munificent sum of eight cents a month.

At the end of 1896 there were 916 electric roads in the United States and 30 in Canada, representing 12,133 and 450 miles of track, respectively. At the end of last October there were 953 electric roads and 13,765 miles of track in the United States, and 32 roads and 498 miles of track in Canada; figures which represent an increase of 13.4 per cent. and 10.1 per cent., respectively, in the total mileages of track. The mileage of cable lines in the United States has declined 10 per cent., from 599 to 540 miles; while the mileage of horse lines has decreased from 1219 to 947, or as much as 22 per cent. There are now 20,659 motor cars on electric railways in the United States.

The Berlin Iron Bridge Co., East Bèrlin, Conn., have in Section L., on the main floor of the Electrical Exhibition now open at Madison Square Garden, New York, a steel building, showing the construction of their Patent Anti-condensation Corrugated Iron Roof Covering, which is absolutely fireproof and is guaranteed not to drip or condense moisture on the underside.

Every housekeeper in America knows Enameline.



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Makers of Great Guns.

The city of Essen is located in the centre of a high valley, which abounds in coal and iron ore, and the digging for both and the melting of the ore and casting the metal into ingots and rolling it into balls have been the occupations of the inhabitants for centuries past. Friedrich Krupp, the founder of the great works bearing his name, was born in 1787, and when crucible cast steel was first being introduced into England and its first importation from there into Germany had been made impossible through the edict of Napoleon called "the continental sperre."

F. Krupp began to produce crucible steel, first in small quantities for files, stamps, rolls for coins and shears, but only slowly could he convince and persuade German manufacturers to use his cast steel, and after a life full of disappointments and hardships he died in 1826, after a long and severe illness, leaving to his son Alfred little else than the old homestead, which still stands in the midst of the great works, and the secret of his invention.

Alfred Krupp's energy and enterprise soon conquered. His first success was to be able to furnish cast steel of varying degrees of hardness, thereby increasing its adaptability for many new purposes. Next came the invention of the weldless car-wheel tires, which were patented in 1853 in all countries, and furnished him capital for enlarging his plant. In 1865 he interested himself in coal mines, iron ore mines and furnaces, which should furnish the material for his own works, and in 1867 he began to reap the harvest from his experiments inaugurated long since with steel cannons.

Since then the success of these works and their growth have been phenomenal, and when Alfred Krupp closed the busy and successful and philanthropic work of his life, in 1887, at Villa Huegel, his princely home on the side hills of the valley of the Buhr, the city of Essen, in recognition of this great work, erected in his memory a beautiful monument on the most prominent square of the city, and deputations from many nations mourned at his grave.

Essen is a city of 96,000 inhabitants, and over 20,000 of this population are employed in the works of the able and energetic son of Alfred Krupp, Friedrich Alfred. Over 1200 acres of ground are covered with buildings and machinery. Many coal mines furnish fuel for the works, over 400 iron ore mines furnish the metal, and large iron ore deposits in Spain, near Bilbao, have been purchased in addition, and a special fleet of steamers has been built which bring over 300,000 tons of this Spanish iron ore from Spain to the German coast and up the Rhine. Twenty furnaces at Duisburg and Neuwied-on-the-Rhine are reducing this ore for the Krupp works, and are owned or controlled by them.

The main street of Essen divides the Krupp works into two parts, connected overhead with innumerable mammoth steam pipes and bridges, and parallel with it, running east and west, the tracks of the Rhenish Railway pass the works in the north, while in the south the railroad leading from Dusseldorf to Bremen, Hamburg and Berlin skirts the mill. Innumerable tracks connect these two main lines of railroad, surrounding in an inextricable network the buildings and crossing the street leading to Muelheim below its level.

Powerful locomotives bring trainloads of raw material into the yards and leave the works with valuable products, finished and ready for shipment to all parts of the globe. Miniature engines and cars move about between the buildings on narrow gauge tracks, bringing material of smaller size from one building to another until it is finished and ready for the market.—*Baltimore Sun.*

Recent tests of 5427 gas meters at Syracuse, N. Y., showed that 1744 ran from 1 to 18 per cent. fast; 3035 from 1 to 32 per cent. slow; 616 were classed as correct, showing less than 1 per cent. variation; 616 failed to register, and 1 would not pass gas. Most of the meters running either fast or slow showed variations of 5 per cent. or less, and only 31 meters out of 1744 ran more than 7 per cent. fast. The average excess of registration for all the fast meters was 2½ per cent. and for the slow 3¼ per cent. The tests were made by T. Littlehales of Syracuse, who states that in all his previous experience he had scarcely ever found a meter running over 8 per cent. fast. The poor registration at Syracuse he attributes largely to the use of old meters of a defective type.

A telegram from the War Department was received by the Pennsylvania Railroad recently stating that Major-Gen. Miles wanted to know how many pieces are in a class "L" locomotive, the standard type. Counting each individual piece, even to the rivets and bolts, but not the nails in the cab and tender, there were in all 21,006 pieces. It is conjectured that Gen. Miles wants to make a comparison of some sort between a locomotive and a disappearing gun carriage.—*Stoves and Hardware Reporter.*

The wheels of two college professors collided. The less injured remarked that it was a beutiful evening for astronomical research; while the other scraped the gravel out of his hair and pockets, and said that geological investigation was a particular hobby of his.—*The Bicycling World.*

Street-car crossings in Paris, being absolutely on a grade with the paving, are not the terrors that they prove to be in many American cities.—*The Bicycling World.*

"I love the ground you walk on;"
This was the tale he told.
They lived up by the Klondike
And the ground was full of gold.
—*Stoves and Hardware Reporter.*

Your Silent Salesmen

Belting,
Garden Hose,
Water Hose,
Fire Hose,
Suction Hose,
Steam Hose,
Air Hose,
Tubing.
Packing,
Gaskets,
Valves,
Rubber Tiling,
Rubber Matting,
Emery Wheels,
Specialties,
League Tires.

Suppose you could follow your customers into their homes and, without intruding, say a good word for yourself—would that help your business?

Instead of going yourself, suppose you sent a representative and he talked against you all the time—would that injure your business?

Every length of Garden Hose is somebody's representative. If it is the right kind—strong and lasting—every time it's used the seller is pleasantly remembered. Unconsciously the impression soaks into the household that he is a safe man to buy from—hose and everything else.

Poor, cheap hose makes exactly the opposite impression. You can't select a surer way to drive customers from your door than sell them a length of cheap hose. Can any one afford to advertise his store as a good place to buy leaks and bursts, and other kinds of trouble?

Every length of our hose is a trade maker, working silently and steadily in somebody's interest—yours if you sell it. **There are ten grades, and every one a good honest worker --rubber the finest, duck the strongest.** Send for samples, prices and booklet. . . . .

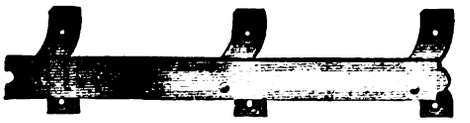
New York, 25 Park Place.
Chicago.....143-145 Lake St.
St. Louis.....210 North 12th St.
Philadelphia....308 Chestnut St.
Boston.....24 Summer St.
San Francisco....509 Market St.
Cleveland.. W. H. H. Peck Co.
N. Orl's, Woodward, Wight & Co.
Indianapolis,
Central Rubber & Supply Co.

NEW YORK BELTING & PACKING CO. LTD

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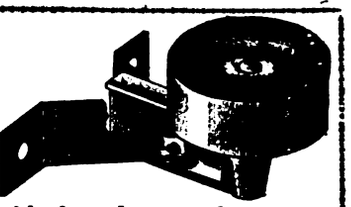


Steel Door Hangers, Nos. 0, 1 & 2.



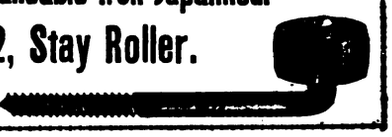
Steel Barn Door Track.

No. 1 Stay Roller.



Malleable Iron Japanned.

No. 2, Stay Roller.



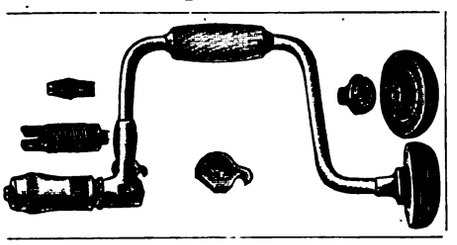
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GET OUR PRICES. CANTON, OHIO.

LANCASTER MACHINE & KNIFE WORKS,

LANCASTER, N. Y.

Complete Line... Improved Patent Braces.



Lever Blade for Ratcheting.

Perfect work with any size of Bit.

ALLERTON-CLARKE CO., Agents,

118 Lake St., Chicago.

97 Chambers and 79 Reade St., - - NEW YORK.

The Truth, and Nothing But the Truth.

Two rival commercial travelers were trying to sell a merchant a fire-proof safe.

The first said to the merchant:

"A cat was put in one of our safes, and the safe was put in the middle of a fire for twenty-four hours, and afterwards the cat came out alive."

Said the second:

"We put a cat in one of our safes and piled a fire round it for a week and when we opened it the cat was dead."

"Ah, I thought so," said the merchant.

"Yes," replied the traveler, "he was frozen to death!"

Sixty-three per cent. of the population of New York State is included in the forty-one incorporated cities and 37 per cent. only in the villages and towns. The latter, however, have a majority, under the present apportionment, of representatives in both branches of the Legislature, and will continue to have until the Constitution is amended in this particular.—*N. Y. Sun.*

When a man loses his balance, it makes a great difference whether it was in a bank or on a bicycle.—*L. A. W. Bulletin.*

Daniel Boone's Old Gun.

"Uncle Mart" Russell, of Milledgeville, Ky., has an old flintlock rifle that belonged to Daniel Boone when he came to Kentucky in May, 1769. He bought the gun from William Wreckes, one of Boone's men who settled near Campbellsville. That was exactly fifty years ago. The barrel measures four feet one inch, and the entire gun six feet two inches. It was with this gun that Boone helped to kill the 2300 deer, whose skins were *cached* in the mountains of Kentucky while the pioneers went back to Virginia for more ammunition and supplies. When they returned a few months later they found that the Indians had been there before them and stolen and destroyed the entire lot of skins. One of the party carved on a tree near by this laconic account of their misfortune: "2300 deer skins lost. Ruination, by God."

Russell says the old gun shoots so true that when he tries to miss a target or a squirrel, the gun invariably drives centre whether he wants it to or not.

It is announced that the company heretofore known as the Knapp & Spalding Co., Sioux City, Iowa, has changed its title and will be known hereafter as Knapp & Spencer Co. The officers and the management remain the same as for the past four years, no change being made except in the title.

A glassmaker is experimentally flaking thick glass to see if a very keen edge cannot be produced that will answer for all purposes for which a razor is used, his action being suggested by the fact that in the far East bits of broken glass are used for shaving with.

The railway metals between London and Edinburgh, a distance of 400 miles, are 200 yards longer in summer than they are in winter. This is owing to the expansion caused by the extra heat.—*Exchange.*

"Who by taking thought, can add one cubit to his stature?" Answer: The rider who will "sit up."—*L. A. W. Bulletin.*

Whoso loveth not his brother is an ass; he may want to borrow money of him later.—*L. A. W. Bulletin.*

STUBS' TOOLS.

FRENCH FILES & RASPS.

S. J. ADDIS' LONDON CARVING TOOLS.

HAMMACHER, SCHLEMMER & CO.

DIRECT IMPORTERS

209 BOWERY NEW YORK.

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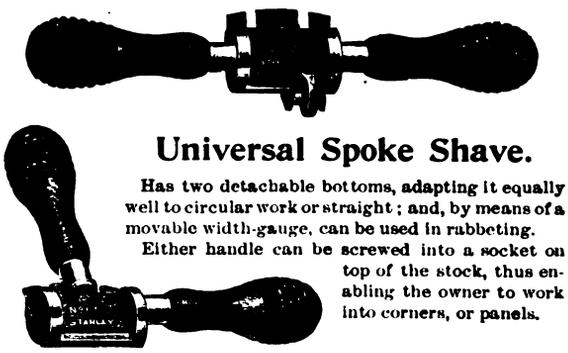
The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD



Regulates supply of oil to a drop.
DOES NOT LEAK

We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS' TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.



Universal Spoke Shave.

Has two detachable bottoms, adapting it equally well to circular work or straight; and, by means of a movable width-gauge, can be used in rabbeting. Either handle can be screwed into a socket on top of the stock, thus enabling the owner to work into corners, or panels.

No. 67. Spoke Shave, for curved or straight work, $1.50

Feather Lamp Shades.

The latest novelty in the way of a lamp shade is made out of the soft smooth-lying under feathers taken from the breast and head of large birds. These shades are not intended to screen the entire flame. They are set on one side of the glass globe and are about as big as a very full moon, or an oval moon, if that shape is liked better. An owl shade for a reading lamp is made of the gray and white mottled feathers of the ordinary gray owl, and is designed in the exact likeness of the owl's head. The short curved beak, the prominent eyes, with their rimmed circles, and the upstanding ears are all reproduced. Such a shade costs $2.75. One representing a white owl's head is sold for fifty cents more, owing to the scarcity of the white owl.

There are cheaper feather shades, made from dyed feathers put together in stereotyped patterns, and there are rare and delicate shades contrived of rich-tinted bird of paradise feathers, and the blended hues that hint of the peafowl's plumage. The sober grays and pale browns and shaded wood tints of the hawk and the heron are most sought for, but the bright colored feathers make an effective shade for a drawing room lamp or for one used in a room requiring gay colors. Tiny candle shades scarcely larger than a sea shell and prettily curved are also made of feathers, and the effect is novel and pretty. In all cases the back of the feather shade is covered with silk of neutral tint. These novelties are neither heavy in weight nor heavy to look at, and are rather a relief from the muffled and bordered, gimped, and fluted paper and lamp shades so much used.—*New York Sun.*

The F. J. Titus Co., are about to purchase the bicycle business of C. J. Stebbins, No. 103 Reade Street, New York. This company was incorporated January, 1896, and while using the Reade Street store for wholesale, will continue their two branches at No. 469 Boulevard, New York, and No. 73 St. Marks Avenue, Brooklyn, for retailing and repairing. Although Mr. Stebbins is president of the company, he will not interest himself in its active management, but will give his whole attention to his interests in the nail business, with which he has been identified for many years; which he plans to extend largely in the future.

The partnership formerly existing under the name of Temple & Lockwood having expired by its own limitation, Edward A. Temple will give his attention entirely to steel and iron products, forgings, steel castings, sheets, plates and shafting, his headquarters being in the Woodbridge building, No. 100 William Street, New York. Arthur Lockwood, of the same firm, will continue as usual at the old location, No. 12 Platt Street, and will make all the settlements connected with the business.

Farwell, Ozmun, Kirk & Co., St. Paul, Minn., have recently issued a very attractive catalogue consisting of 128 large-sized pages, giving prices and illustrations of guns, rifles, revolvers, ammunition of every kind, cartridges, caps, wads, etc., gun material and sporting goods generally.

The Whiten Machine Co., Whitinsville, Mass., have just completed a new casting shop which will be entirely fireproof. It is furnished by the Berlin Iron Bridge Co., East Berlin, Conn.

Situation Wanted.

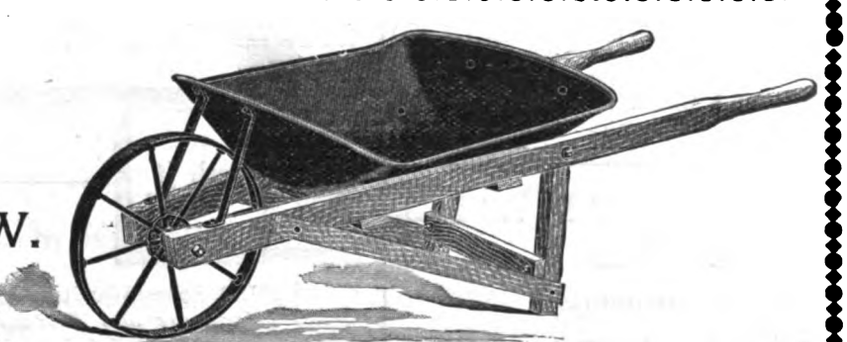
POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

For Sale.

A COMPLETE line of Hardware, implements, bicycles in Indiana county seat. Satisfactory reasons for selling. Will invoice about $12,000. Address IMMEDIATE, care HARDWARE, No. 143 Chambers Street, New York.

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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The ST. LOUIS WASHING MACHINE

Guaranteed Satisfactory.
FREE FROM EVERY OBJECTION.



With points of excellence found in no other Washing Machine on the market.

Acknowledged to be the only Perfect Washing Machine on the Market.

A HOUSEHOLD NECESSITY.

NO HOME SHOULD BE WITHOUT IT.

New York Office, 168 Chambers St.

MANUFACTURED BY THE

ANTHONY WAYNE MFG. CO.,
ST. LOUIS, MO., U. S. A.

Johnson's Portable Harness Shop . .

NEVER TOO LATE TO MEND.



Is a complete Harness Repair Equipment. The tools and supplies are of standard quality, the seat is a varnished chest (18x8x5) and contains the outfit when not in use. SO SUBSTANTIAL as to last a lifetime. SO PRACTICAL as to be an ECONOMIC NECESSITY to horse owners! Your customers want 'em! Jobbers sell 'em!

EUGENE L. JOHNSON, Sole Manufacturer,
Cincinnati, O., U. S. A.
J. C. McCarty & Co., N. Y. Agents, New York.
CORRESPONDENCE SOLICITED.

A New Marty Rat Trap



No. 3½

Slightly smaller than No. 3, but the same in every other respect. Made to meet the competition of worthless imitation traps by furnishing a genuine at a cheap price.

Send for Quotations.

BURDITT & WILLIAMS, - BOSTON, MASS.
Sole American Agents.

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of

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Price Lists sent on application.

"EVERYTHING IS COMING UP."

BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

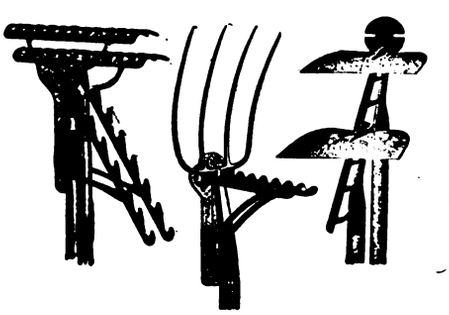
Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.



HAGER'S

DISPLAY BRACKETS

For Forks, Shovels, Rakes, Hoes, &c.

ARE THE BEST!

Sold by Your Jobber, or

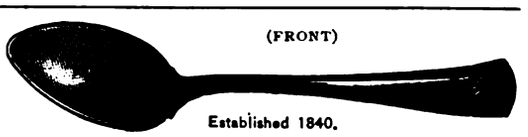
JOHN N. HAGER,
MANUFACTURER,
Ft. Atkinson, Wis., U. S. A.

Highest Grade of

Silver Plated Ware

In Spoons, Forks, Etc.

Manufactured by



Established 1840.

L. BOARDMAN & SON, East Haddam, Conn.



Also Nickel Silver Flat Table Ware and Britannia Spoons.

Write for Catalogue and Prices.



FAMILY, CONFECTIONERY, HANGING & POSTAL =NOVELTIES, ETC.= **SCALES**

PELOUZE SCALE & M.F.G. Co 133-139 S. CLINTON ST. CHICAGO.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

Well Worth It.

I. B. Bolles, Wareham, Mass. [*Hardware and Farming tools*]: Enclosed find check for $1 for HARDWARE for the year 1897. We think it is well worth it. . . . .

HAS PROVED VERY SATISFACTORY.

Zenith Cycle Saddle Co., Philadelphia, Pa. [*Bicycle Saddles*]: We believe that the trade on bicycle sundries must drift to the Hardware trade, as being so much more reliable. Your paper must then prove the most reliable as an advertising medium. Our advertisement has proved very satisfactory.

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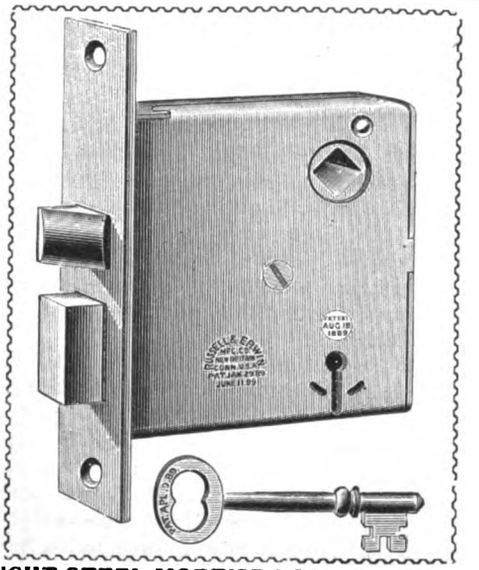
RUSSELL & ERWIN MANUFACTURING COMPANY.

MANUFACTURERS OF

HARDWARE.

WROUGHT STEEL DOOR LOCKS. COLUMBIA CYLINDER DOOR LOCKS.

Wrought Steel Mortise Locks Excelling in Lightness and Strength and Novelty of Finish.



Wrought Steel Rim Locks, Excelling in Lightness and Strength and Novelty of Finish.

WROUGHT STEEL MORTISE LOCK, Nos. 1780 to 01784¾.

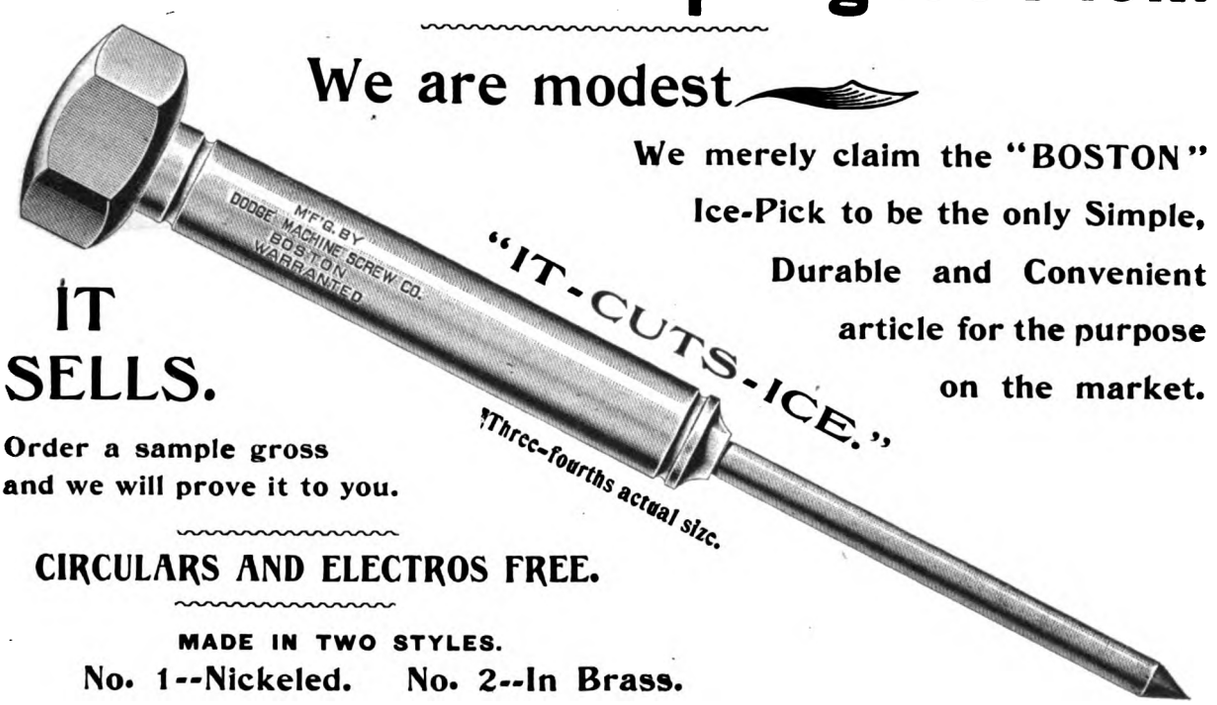
RUSSELL & ERWIN MANUFACTURING COMPANY,

New Britain, Conn. New York. Philadelphia. Chicago Baltimore. London.

The "BOSTON" Spring Ice Pick.

We are modest

We merely claim the "BOSTON" Ice-Pick to be the only Simple, Durable and Convenient article for the purpose on the market.



IT SELLS.

Order a sample gross and we will prove it to you.

CIRCULARS AND ELECTROS FREE.

MADE IN TWO STYLES.

No. 1--Nickeled. No. 2--In Brass.

SOLE SELLING AGENTS:

JOHN H. GRAHAM & CO., 113 Chambers St., New York City.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Alpena, Mich.—Ash, Eller & Co., Hardware, have commenced business in the store formerly occupied by Ash Bros. on Chisholm Street.

Batavia, Ill.—The Batavia Hardware Co. has been incorporated by John Barckley, William E. Forbes and John W. Jeffrey. Capital stock, $2500.

Berry, Ill. — G. W. Hinpan and John Seigle, Hardware, will open a new store.

Colorado Springs, Colo.— Articles of incorporation for the Mays Hardware Co. have been filed with the county clerk. The company is capitalized at $50,000. The company will do a general business, operating at Cripple Creek.

Columbus Grove, Ohio.—Palmer & Lippincott, Hardware, will open a new store in the near future.

Detroit, Mich.—The Hoffman Hardware Co. have opened new store corner of Gratiot Avenue and Russell Street.

Janesville, Ohio. — H. L. McNamara, Hardware, has opened new store.

Lawrenceville, Ill.—A. M. Fyffe & Co., a new Hardware firm, have opened for business in the Watts Block.

Lynchburg, Va.—Bean & Holt, Hardware and furniture, will shortly move into new store which is now being erected.

Nashville, Mich.—Mitchell & Young.

Nelson, Minn.—H. C. Peterson, Hardware, is laying the foundation for his new store, which, when completed, will be opened as a first-class Hardware store.

Terre Haute, Ind.—J. P. Siner, Hardware, will open a new store.

Waupaca, Wis.—E. C. Williams, Hardware, will open a new store.

Yale, Mich.—John Hutton & Co., Hardware, have commenced business.

Changes and Improvements.

Aberdeen, Md.—J. A. Wiles has built an addition to his Hardware store.

Altamont, Mo.—F. H. Owings, Hardware, etc., sold to M. H. Bird.

Barrytown, Mich.—S. S. Wilson, Hardware, succeeded by Wilson, Geiger & Co.

Bay City, Mich.—The Jennison Hardware Co. is doubling the size of its building on the dock at the foot of Fifth Avenue.

Bloomville, Ohio.—Albert Prouse and son have bought George W. Moore's Hardware store, and George W. Moore will move to Tiffin and start a Hardware store there.

Burlington, Vt.—J. M. Ashley has resigned his position with the John A. Manson Hardware Co. and will remove to Swanton to become head clerk for the Wead Hardware Co.

Canonsburg, Pa. — Munnell & Young, Hardware, succeeded by Samuel Munnell, Sr.

Cedar Bluffs, Neb.—Elt Marquis has disposed of his Hardware store.

Cheboygan, Mich.—J. E. Cueny & Co., Hardware merchants, have dissolved partnership. J. E. Cueny will carry on the business.

Dillon, Mont.—R. T. Wing has sold his interest in the Dart Hardware Co. to Arthur Connelly and J. G. Shannon.

Embarrass, Wis.—Krueger Bros., Hardware, etc., succeeded by J. A. Adams.

Farmington, Me.—Walter S. Smith has bought a half-interest in the Hardware firm of W. G. Gagne on Broadway. The new concern will be styled Gagne & Smith.

German Valley, Ill.—C. F. Borchers intends moving his Hardware store to Iowa this fall.

Huntington, Ind.—Dickover & Altman, Hardware, succeeded by Smith & Dickman.

Lansing, Mich.—The Dunham Hardware & Implement Co. have rented the store now occupied by H. M. Southworth on Franklin Street, and it will be used as a carriage and implement salesroom. Mr. Southworth will soon remove his Hardware stock to No. 723 Turner Street, into a store which is now being remodeled for his use.

Leeds, N. D.— Madson & Thompson, Hardware, etc., reported to have dissolved partnership.

Livingston, Wis.—Lange & Runkel, Hardware and paints, succeeded by Lange & Gundlach.

Mann's Choice, Pa.—W. L. Hurley has purchased the interest of E. E. May in the Hardware business conducted by May & Hurley.

Markle, Ind.—Parrison Duff, Hardware, succeeded by A. J. Duff.

Meridian, Miss.—Melton & Cross, Hardware, succeeded by M. M. Cross.

Oakland, Ill.—C. N. Wigginton has purchased the Hardware stock of Frank Ashmore of this place, and will open in the near future.

Orange, Mass.—N. Laux & Son, stoves, succeeded by E. N. Laux.

Parkston, S. D.—J. H. Quead & Co. have bought the Hardware business of A. Meisenbroelder & Co.

Petersburg, Tenn.— Marsh & McTier, Hardware, succeeded by J. D. Marsh.

Seymour, Conn.—E. C. Sharpe has greatly improved his Hardware store at No. 1 Main Street by remodeling the front, building a veranda across the front, putting in two show windows, and clapboarding the sides of the building over the sheathing.

Springfield, Tenn.—Solomon & Binkley, Hardware, etc., have dissolved partnership. The business will be continued under the name of M. C. Binkley & Son.

Tuscaloosa, Ala.—The Snow Hardware Co. will build a large addition to their business.

Waukesha, Wis. — Samuel Perkins has taken possession of the Hardware business which he has purchased of H. M. Horning.

Wilkesbarre, Pa.—The Williams Hardware Co. on East Market Street are going out of business. W. R. Williams, the senior member of the firm, has concluded to retire.

York, Neb.—Hyder & Barnes, Hardware dealers, have been succeeded by J. V. Hyder.

Business Embarrassments

Baltimore, Md.—George S. Kirkley, trading as the Union Hardware Co., has made an assignment for the benefit of creditors to Meredith Janvier.

Collinsville, Ill.—J. J. Lang, Hardware, etc., reported to have made an assignment.

Franklin, Ind.—J. M. Storey, a leading Hardware merchant, has made an assignment for the benefit of creditors. T. E. Valentine was named as assignee.

Meriden, Conn. — William J. Lamont, Hardware dealer at No. 164 West Main Street, has made an assignment, naming M. W. Dorgan as trustee.

Peabody, Mass.—James S. Murphy, Hardware, reported to have made an assignment.

Spokane, Wash.— The Chas. H. Dodd Hardware Co. has gone into the hands of a receiver. W. L. Archambaugh has been appointed to take charge of the business in the interest of the creditors.

West Point, Miss.—White & Jacobi, wholesale and retail dealers in Hardware and farming implements, have failed.

Burglaries in Hardware Stores.

Baxter, Iowa.—Peter Burkey, $250.

Bristol, R. I.—Seth Paull, small loss.

Denver, Col.—F. W. Fiefeler, tools taken.

Downingtown, Pa.—Griffith & Wollerton, revolvers.

Louisville, Neb.—Rochford & Co., $30.

Maroa, Ill.—Miller & Seigler, $75.

Ohiowa, Neb.—Averill & Metcalf, pocket knives.

Owosso, Mich.—J. Dodge, $35.

Pendleton, Ind.—Swain Bros., cartridges.

Pierre, Iowa. — Greenough's Hardware store, $200.

Portland, Ore.—J. J. Kadderly, $100.

Steelton, Pa.—Kellar & Mumma, razors.

Stevens Point, Wis.—Gross & Jacobs, $50.

South Omaha, Neb.—Beaver Bros., $100.

South Omaha, Neb.—S. W. Besley, cutlery.

Toledo, Ohio.—Birkmayr & Rodermich, No. 440 Summit Street, cutlery.

Wenona, Ill.—Frank Barrett, $60.

West Lafayette, Ind. — John Lannert, knives.

Whitehall, Mich.—Gee & Carr, cutlery.

Recent Fires.

Escanaba, Mich.—W. W. Oliver, Hardware, damaged by fire; insured.

Gardiner, Me.—George Reed, stove and tinware dealer, store and stock destroyed by fire. Fully covered by insurance.

Hopkins, Iowa.—The Hardware store of W. L. Campbell has been destroyed by fire. Loss, $3000.

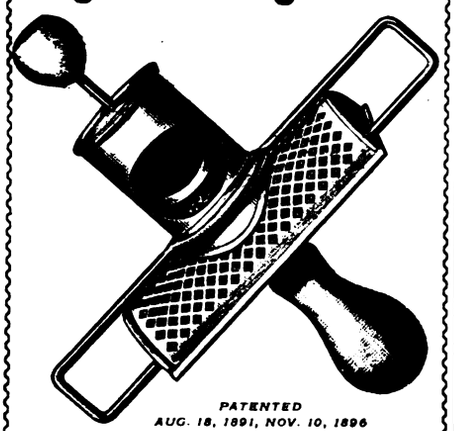
Kendrick, Idaho.—The storerooms of the Lincoln Hardware & Implement Co. have been destroyed by fire.

Morganville, Kan.—Crawford & Leonard, Hardware store, destroyed by fire.

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THE NEW 1896

Edgar Nutmeg Grater.



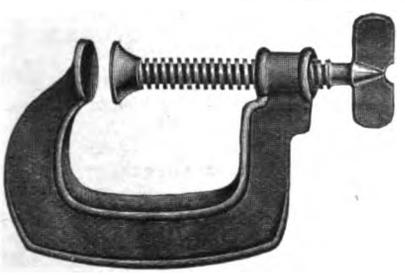
PATENTED
AUG. 18, 1891, NOV. 10, 1896

The ONLY good Nutmeg Grater ever made.

Ask your jobber for it, or send to us for sample.

EDGAR MFG. CO.,
READING, MASS.

MOUNT CARMEL CLAMPS.



	EXTRA HEAVY.			EXTRA DEPTH.	
To open - -	3½,	4½,	5½,	6½,	7½ in
Depth between Screw and Frame	2¾	3,	3½,	4,	4½ in

EAGLE SCREW CLAMPS.



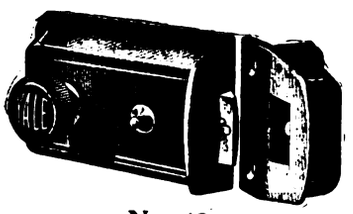
To open 2, 2½, 3, 4, 5, 6, 7, 8, 9, 10, 12 inches.

WALTER W. WOODRUFF & SONS,
MOUNT CARMEL, CONN., U. S. A.
Manufacturers of
COACH AND CARRIAGE HARDWARE, FINE MOUNTINGS
MOUNT CARMEL OX SHOES.
SPECIALTIES IN MALLEABLE IRON OR COMPOSITION

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

Y&T



CUTS ONE THIRD SIZE.



No. 42.

The case, 2⅝×3½ inches, is of iron, old copper finish, and the cylinder, bolt and knob of polished bronze. It is adapted to doors of either hand and of any thickness.

The Yale Rim Night Latch

was at once accepted, when first introduced in 1867, as the best and most secure lock on the market; it is now admittedly the standard of excellence not only in America but throughout the world; it has many would-be competitors, but in its latest form, and with the PARACENTRIC KEY, it has no equal and easily outranks all other night latches in security and popularity.

A supply of folders descriptive of this lock and our less expensive lock of the same type (the No. 22), will be furnished to our Trade Customers on request. The name and address of this Company will not appear on them.

The Yale and Towne Manufacturing Company.
GENERAL OFFICES:
9-11-13 Murray Street, NEW YORK.

Kearney & Foot Co.

Manufacturers of the
100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

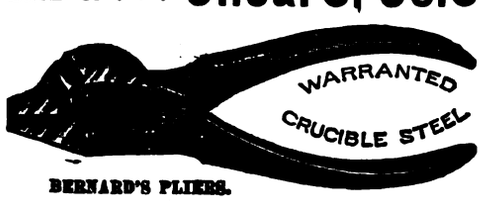
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Write for 1898 . . . Catalogue.



STAR SHEARS.

"WE MAKE the LARGEST LINE of . . . **Shears, Scissors and Pliers."**



BERNARD'S PLIERS.

THE
WM. SCHOLLHORN CO.,
NEW HAVEN, CONN.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., **Allegheny, Pa.**

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Batavia, Ill.—Batavia Hardware Co.; capital, $2500. Incorporators, John Barckley, Wm. E. Forbes and John W. Jeffrey.

Birmingham, Ala.—The Southern Bolt Co. has been incorporated by John M. Caldwell and others, with a capital stock of $30,000.

Courtland, N. Y.—The Courtland Howe Ventilating Stove Co. has been incorporated by John H. Clarke and others. Capital stock, $25,000.

Dallas, Tex.—The Central Hardware Co. has been incorporated by T. C. Lewis, J. R. Hunter and W. B. Greenlow. Capital stock, $1000.

Denver, Col.—Dillon Hardware Co. has been incorporated by John J. Dillon, Chas. C. Eichelberger and John Murphy, with a capital stock of $40,000, to manufacture Hardware specialties.

Detroit, Mich.—The Ideal Mfg. Co. and the Electric Gas Stove Co. have been consolidated into the Ideal Mfg. Co.; capital stock, $250,000. The Ideal Co. has been a manufacturer of plumbers' supplies and cast iron toys. It employed from 300 to 400 hands. The new company will also manufacture electric gas heating stoves, ranges, broilers, gas grates and gas water heaters of the Electric Gas Stove Co. The business will be carried on at the old site, Franklin and Dubois Streets, running back several hundred feet to the railroad. The officers are: President. James N. Wright; vice-president, Hiram T. Bush; secretary, Frank T. Dwyer; treasurer, John H. Bissell.

Detroit, Mich.—The Star Heater Co. has been incorporated, with a capital stock of $5000.

Dresden, Ohio.—The Dresden Iron & Sheet Steel Co. has been incorporated with a capital stock of $100,000.

East St. Louis, Mo.—A company was organized April 22nd, which will put in operation a wire and nail mill at Bridge Street and the Belt Railroad, in Winstanley Park. The company have let the contract for the buildings to Wm. Wiemer of Belleville, and excavation for the foundations began at once. The company also had Messrs. Renshaw arrange for their water supply and the mill will be put into operation as soon as possible, and will require a force of between fifty and seventy-five men. This will give employment to a number of East St. Louis people. The Belt Line Railroad has begun on the switch to the mill. This enterprise will be quite an addition to Winstanley, and will no doubt be heartily received by the citizens of that place.

Fremont, Ohio.—The Sprague Cutlery Co. has been incorporated by Samuel Brinkerhoff, Clarence W. Sprague, Albert V. Bauman, O. H. Jackson and Frank Hein. Capital stock, $100,000.

Green Farms, Conn.—John L. Alvord has formed a company to engage in the manufacture of cutlery. They are fitting up a factory in Bridgeport.

Iowa Park, Texas.—Iowa Park Implement Co. has been incorporated by D. C. Kalp, Sr, E. P. Kalp and D.C. Kalp. Capital stock, $5000.

Montreal, Can.—The Montreal Hardware Mfg. Co. has been incorporated by Telesphore Sicotte, Armand Gedeon Yon, Marie Louise Sicotte, Charles Emile Delorme and Gustave M. Delorme. Capital stock, $20,000.

New Orleans, La.—The Hawley Down Draft Furnace Co., of Louisiana, limited, has been incorporated by John H. Murphy, John S. Rainey, H. Chapman, J. M. Brugneires and others, for the manufacture of the Hawley down-draft furnaces in Louisiana and Mississippi, etc. Capital stock, $100,000.

Pittsburg, Pa.—The Walters Stove Co., is to become incorporated, with the following incorporators: Charles A. and Charles W. Walters, John Hagmaier and Stephen A. Bright.

Salt Lake City, Utah.—The Silver Bros. Iron Works have been incorporated to manufacture machinery, etc.

Spokane, Ill.—The Spokane Implement Co. has been incorporated by C. S. Brantingham, W. H. Parlin and H. K. Wolcott. Capital stock, $12,000.

York, Pa.—The York Steam Heating Co. has been incorporated, with a capital stock of $1000.

Changes and Improvements.

Bridgeport, Conn. — Ground has been broken for two large additions to Wilmot & Hobbs. They will be three stories in height. One will be 133 feet by 76 feet and the other 90 feet by 60 feet.

Buchanan, Mich.—The Michigan Cutlery Co. are removing their plant employing 150 men, to Fremont, Ohio, where stock in the concern has been secured.

Chicago, Ill.—The McMullen Woven Wire Fence Co. have certified to a change of name to the McMullen Fence Co.; also change of location of principal business office to Evanston.

Harrisburg, Pa.—The Lalance & Grosjean Mfg. Co. will build a new building at their works. It will be 80x70 feet, and a new annealing furnace will be installed.

Lebanon, Pa.—The Pennsylvania Bolt & Nut Works, have completed arrangements for building a large extension to their plant.

Louisville, Ky.—The proposed removal of the Superior Horse Nail Co. of Kankakee, Ill., to this city, is assuming definite shape.

Peoria, Ill.—The Culter & Proctor Stove Co. took out a permit recently for the erection of a three-story brick warehouse on the lot next the foundry on North Water Street. It will cost complete $3900.

Springfield, Mass.—The Springfield Drop Forging Co. have decided to greatly increase their works at Brightwood, Mass., and will erect a new building.

St. Charles, Ill.—Ground has been broken for an addition 80x150 feet to the Moline Malleable Iron Works.

St. Paul, Minn.—Judge Kelly has granted leave to C. M. Power, assignee of the St. Paul Plow Works, to go on with the business of the company for the coming three months. The plow company have a large number of orders which is found desirable to fill, and the Court was satisfied, on the showing of the assignee, that he had been conducting the business of the company with much descretion and with profit to the creditors.

Windsor, Conn. — The Spencer Automatic Machine Screw Co. have moved to Hartford.

Recent Embarrassments.

Monmouth, Ill.—The Weir Plow Co. have made an assignment to L. S. Kingman. The plant has been controlled by the Kingman Co. of Peoria, but has always retained the firm name of the Weir Plow Co.

Recent Fires.

South Bend, Ind.—The Bissell Chilled Plow Co. have suffered a loss of $40,000 by fire. Fully insured.

Miscellaneous.

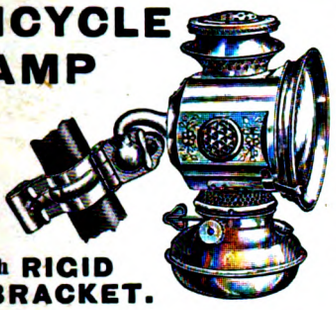
Cincinnati, Ohio.—Among the foreign orders booked recently by the American Tool Works Co. of this city, was one for a full line of engine lathes from Stockholm, Sweden; another for the outfit for the big locomotive works at St. Petersburg, Russia, and a third from the Campania Agricola de Tlahualita of Zaragoza, Mexico. A large order for lathes and milling machines from the Economic Power Co., of Rochester, N. Y., will be placed in their shops at Indianapolis.

Cleveland, Ohio.—The H. P. Nail Co. recently added two monster spike machines to the equipment of the nail department. These machines, which weigh about ten tons each, resemble the ordinary wire nail machines, but are several times larger. They are used for the production of boat spikes and are the only machines of that size in existence. Each machine will make 100 kegs of these spikes in ten hours. The rod of which the spikes are made is fed into the machine by an automatic attachment. A large spring, consisting of 12 planks, is hung from a brace built for the purpose. These planks are three inches thick and about a foot wide. Six of them are on each side of the spring, which is fashioned like the letter A. The plank on the outside of the spring is about 12 feet long and the next one 11 feet, and so on to the inside plank, which is about six feet long. When the wide part of the spring is forced together and then let go suddenly, it forces a large bar of steel to strike the end of the rod, making the head of the spike. The rod is then forced into the machine and cut off, allowing the spring to make another head.

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THE BANNER

BICYCLE LAMP

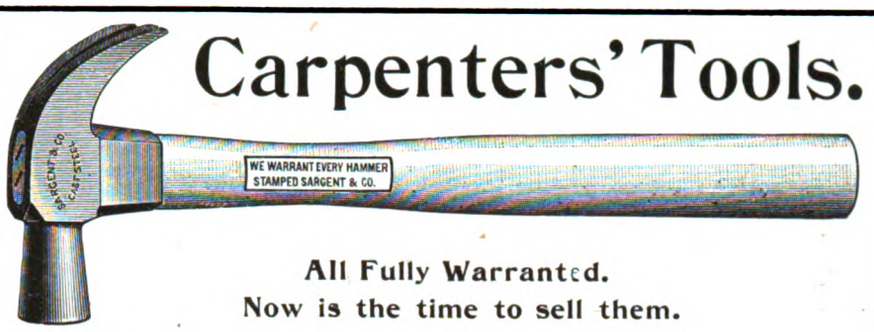


With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

Carpenters' Tools.



All Fully Warranted.
Now is the time to sell them.

Sargent's Planes are first class goods throughout; well made and nicely finished.

Sargent's Screw Drivers are superior tools that are appreciated by good mechanics.

Sargent's Saws are perfect. There are no better Saws than these in the world.

Sargent's Squares are standard goods carefully made from best steel.

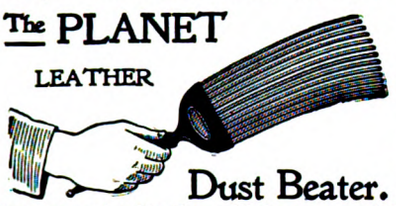
Sargent's Steel Hammers are made of solid cast steel. They are of the highest grade.

Sargent's Augers and Bits are branded "U. S." They are meant for use day in and day out.

SARGENT & CO., New Haven, Conn; New York; Philadelphia; Boston.

TRY SOMETHING NEW.

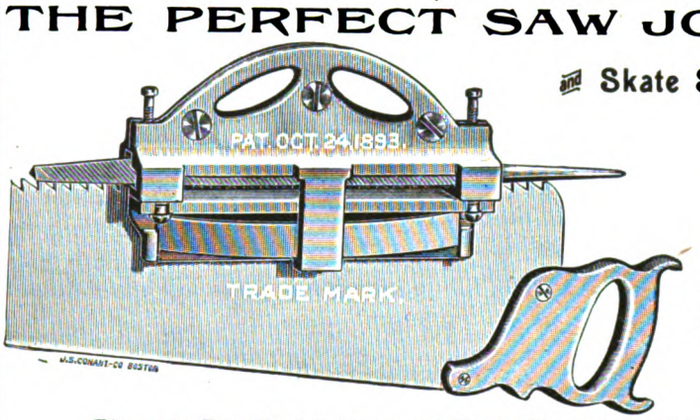
The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A.

THE PERFECT SAW JOINTER and Skate Sharpener.



Adjustable to any thickness of blade.

Uses any common file.

Write for prices.

The only Practical Jointer and Skate Sharpener on the market.

THE PIKE MFG. CO., Sole Agents, PIKE STATION, N. H.

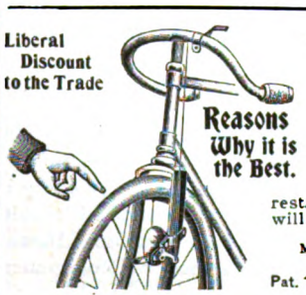
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Send for Sample Books showing three distinct styles and over thirty different Colors.

NIAGARA PAPER MILLS, (Department "B") Lockport, N.Y., U. S. A.

Liberal Discount to the Trade



Reasons Why it is the Best.

The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. **Price $1.00 each.**

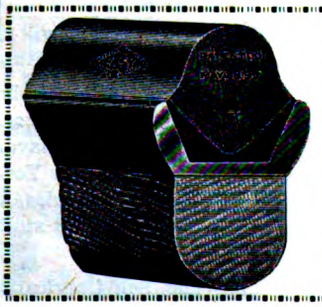
MANUFACTURED BY **J. DOUGHTY & CO.,**

Pat. Jan. 11, '98. **1025 Arch St., Philadelphia, Pa.**

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 491-493 Broadway, NEW YORK.



"EASY" Rubber Vehicle Tires.

Practical, Economical, Durable and "Time-Tested."

Will not Creep or Travel Within the Channel.

MANUFACTURED ONLY BY

THE WHITMAN & BARNES MFG. CO.,

New York, N. Y. Akron, Ohio. Kansas City, Mo.
Cincinnati, Ohio. Chicago, Ill. San Francisco, Cal.

GEO. F. TAYLOR'S SONS,
80 Pine Street, New York.
FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.



UP-TO-DATE. HOLLOW STEEL BLOCKS.

As light as wood and much stronger. The only Steel Block where the straps extend down below the middle and the pin passes through them, and has edges and middles rounded to protect the rope. When bushed with Ford's Patent Self-Lubricating or Adjustable Five-Roller Bearing Sheaves they lead all others for cheapness and durability. To insure the best blocks always specify **STAR BRAND.** 1897 Complete Catalogue J now in preparation. . . . .

Boston & Lockport Block Co., Successors to **Bagnall & Loud Block Co., Boston, Mass.**

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Albert Lea, Minn.—L. & C. Jensen.

Anderson, Ind.—The Anderson Bicycle Co., which was recently sold at receiver's sale to J. B. Lott, has been reorganized under the name of the Erie Cycle & Mfg. Co. The plant is in operation. Two local retail stores have already been established.

Appleton, Minn.—Rosenkranz & Brustuen are conducting a bicycle repair shop.

Cadillac, Mich.—B. Reed.

Camden, N. J.—The Wilt Ball-Bearing Co. has been incorporated by S. D. Lehner, W. S. Weiler, W. P. Snyder and others to manufacture ball-bearings. Capital stock, $50,000.

Charleston, W. Va.—The Travelers' Bicycle Casualty Co. has been chartered. The new corporation has a subscribed capital of $1000, the capital stock being limited to $250,000. The principal place of business is Charleston. Incorporators: Robert H. Partridge, George L. Lohrer, Dr. Jay G. Wilson, W. F. Salter and D. W. Bonn, all of Washington, D. C.

Chattanooga, Tenn.—The New York Bicycle Co. has been incorporated by D. H. Barker, E. O. Williams, W. H. Barker, F. W. Williams and F. E. Favis, to deal in and manufacture bicycles. Capital stock, $5000.

Chicago, Ill.—American Brake Shoe Co. has been incorporated by Frank H. Drury, Jules N. Raymond and Otto R. Barnett, for manufacturing purposes. Capital stock $100,000.

Chicago, Ill.—Burnham Bicycle Specialty Co. has been incorporated, with a capital stock of $10,000, by F. P. Burnham, J. H. Wilkerson and M. L. Coffeen.

Chicago, Ill.—E. Klips Specialty Co. has been incorporated by H. C. Beitler, Thos. S. Duffy and O. B. McGlasson. Capital stock, $2500.

Chicago, Ill.—The Imperial Rubber Tire Co. has been incorporated with a capital stock of $20,000 by A. C. McIlvane, John R. Ickles and F. E. Ammon.

Columbus, Ohio.—The Summers Automatic Cycle Lock Co. has been incorporated by James W. Meek, J. R. McGaw, J. H. Smith, George J. Crossman, W. C. Joyner and William T. Summers to manufacture W. T. Summers' automatic coin-controlled bicycle rack, or any improvement thereon, and other articles. Capital stock, $10,000.

Corinth, N. Y.—Chas. S. Murray.

Corry, Pa.—Judson Carnrike and James Ranson have opened a bicycle repair shop on North Center Street.

Denver, Col,—E. M. Weiant, bicycles, has opened new store at No. 524 Sixteenth Street.

Elgin, Ill.—A. P. Thomas, bicycles, sewing machines, etc., has opened new store at No. 166 Chicago Street.

Fargo, N. D.—George D. Brown, bicycles, has opened wholesale and retail bicycle exchange depot at N. P. Avenue, near Metropole.

Gloucester, Mass.—Frank P. Wonson.

Hagerstown, Md.—S. W. Kent Miller.

Hailey, Idaho.—Centennial Cliff and Sidney Borem have opened a bicycle renting and repair shop on Main Street.

Hingham, Mass.—South Shore Bicycle Co.

Hunting Star, Ind.—James B. John.

Indianapolis, Ind.—B. Koehring & Son.

Jeffersonville, Ind.—Walter M. Birnbaum, bicycles, has opened new store on West Market Street, Louisville, No. 425, in the stand recently vacated by the American restaurant.

Lake Benton, Minn.—O. B. Conger, bicycles and bicycle repairer, will open store, and will also conduct a bicycle livery.

Lapeer, Mich. — C. H. Hollister has opened a bicycle repair shop in the former Corey building, at the foot of Neuppessing Street.

Litchfield, Ill.—F. Beindorf.

Miami, Fla.—E. O. Williams, formerly proprietor of the Miami Bicycle Co., has located his bicycle business at Chattanooga.

Montreal, Can.—The Overland Bicycle Livery has been incorporated by J. G. Burns, J. A. Smith and W. F. Stevens.

Montreal, Can.—Thos. J. Wall has established Spalding bicycle agency.

Moorhead, Minn.—J. J. Levitre will open a bicycle emporium and repair shop.

Newark, N. J.—Stock of Bicycle Equipment Co. has been incorporated with capital stock of $150,000. Incorporators: Howard T. Montgomery, Clarence W. Montgomery, White Plains, N. Y.; William D. Rutan, Newark.

New Trier, Minn.—Willie Dierke will establish a bicycle factory in the near future.

New York, N. Y.—Russell Mfg. Co. has been incorporated by Wm. Kreff, No. 26A Hart Street, Brooklyn; John T. Canavan, Brooklyn, and Chas. H. Hodges, New York. Will manufacture and deal in bicycles, attachments and novelties. Capital stock, $10,000.

New York, N. Y.—The Self-Lubricating Gear Case Co. has been incorporated by R. I. Lyon and others, with a capital stock of $25,000.

Orlando, Fla.—J. H. Mooney.

Paterson, N. J.—Pedersen Lever Bicycle Co. has been incorporated by Geo. A. Bigelow, Worcester, Mass.; Alfred W. Greenwood, of this city, and Johannes T. Pedersen, of New York. Capital stock, $25,000.

Plymouth, Pa.—J. M. McLaughlin.

Princeton, Ky.—Tillman Rich has opened a bicycle and general repair store.

Portland, Me.—Gentry-Storr Chainless Bicycle & Gear Co. has been organized to manufacture chainless bicycles. The officers are: Thos. I. Kennedy, of New York, president; Robert Van Dusen, of Philadelphia, treasurer. Capital stock, $300,000.

Red Key, Ind.—E. B. Connelly.

Rowley, Mass.—S. F. Poore.

Stewartville, Minn.—Russell & Pierson, bicycle repairers, have opened for business.

Streater, Ill.—D. A. Hershey.

Superior, Wis.—A. E. Hunter has opened a bicycle repair shop at No. 307 West Fifth Street. He will also carry a line of bicycle supplies.

Topeka, Kan.—Fish & Wyman.

Utica, N. Y.—Hiller & Schott.

Changes and Removals.

Bangor, Me.—T. G. Lancey & Co. sold out to Chamberlain & Hersey.

Denver, Col.—C. M. Diller, who has been in the bicycle business for some years past, is now with the George Mayer Hardware Co.

Fargo, N. D.—B. D. Schofield & Co., bicycles, No. 63 Broadway, has purchased the entire stock of bicycles of Marsh & Loomis.

Forest City, Ia.—W. L. Secor has sold out to M. Secor.

Gas City, Ind.—Gas City Cycle Co. has sold out to Lon. Maggart.

Humboldt, Ia.—E. L. Chase and D. L. Woodward have consolidated.

Long Branch, N. J.—Luther & James, bicycles, succeeded by B. A. Luther.

Marshall, Ill.—W. Baird has sold out to N. B. Devol.

Ridgeville, Ind.—H. W. Ames has sold out to A. Heniser.

Riverside, Cal.—G. F. Seger has sold out to W. L. Peters.

Tilton, N. H.—The Flashlight & Cycle Meter Co. has changed its name to the Flashlight Sign Co.

Wells, Minn.—The Rentz Cycle Mfg. Co., succeeded by J. A. Harriman.

Westfield, Mass.—A. A. Sanborn & Co. succeed to the business of Ferris & Sanborn.

Ypsilanti, Mich.—Huxton & Dawson have removed to No. 215 Congress Street.

Recent Fires.

Minneapolis, Minn.—Larson & Moe, bicycle repair shop, No. 442 Jackson Street, slightly damaged by fire.

Pittsburg, Pa.—Tyler & Elliott, bicycle dealers, No. 128 South Highland Avenue, damaged by fire.

Waterbury, Conn.—Remillard & Valois, bicycles, destroyed by fire; not insured.

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WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.
PERCUSSION CAPS
OF ALL KINDS.
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.
TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.


THE CODLING MFG. CO.,
BRISTOL, CONN.
Manufacturers of . . .
COMPRESSED CORK GRIPS.
LINED OR UNLINED.
All Sizes — With every style of tip.

The Very Latest.
Patented Aug. 24, '97.

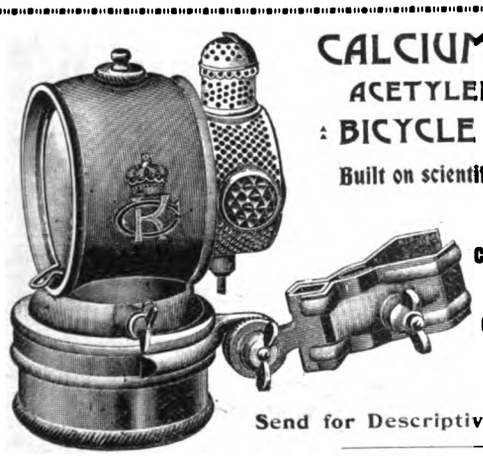
The "Eclipse Cleanable" Refrigerator is original.
It is the only removable ice chamber refrigerator having a removable flue through which pure cold dry air is introduced in the bottom of the provision room, getting under and between the provisions, and forcing the warm moist air and odors upwards, and creating a positive current or circulation. All other makes are imitations of the first crude removable tank refrigerator introduced years ago, and have an ice box set in top, from which cold, heavy air falls by gravity and forces downward the objectionable matters. THE ECLIPSE HAS THE LARGEST ICE CAPACITY.
HAS ALL THE CLEANABLE FEATURES OF OTHER MAKES.
HAS MORE TALKING POINTS THAN ANY OTHERS.
THE ECLIPSE REFRIGERATOR WORKS, BURLINGTON, VERMONT.



NEW CUSTOMERS? Yes, and increases your sales in other lines—

"DUBLEOOK" BICYCLE HANGER
Hangs wheels off the tires—that preserves them—and is the very best and most convenient thing out for cleaning. No stooping; all parts free. Nickeled, with screws and rubbers, postpaid, all dealers carry it...**50c.**
Graham-Woodward Equip't Co.,
26 Cortlandt St., New York.

UNDERHILL, CLINCH & CO.,
94 CHAMBERS STREET, NEW YORK.
O. Ames & Sons' Shovels, Spades, Scoops.
Geneva Tool Co.'s Cast Steel Hoes, Rakes, Etc.
Sheble & Klemm's Manure and Hay Forks.
David Wadsworth's Scythes.
English Riveted Scythes, Grass Hooks and Shuffle Hoes.
Send for our Agricultural Catalogue showing goods carried in stock and new prices.

CALCIUM KING
ACETYLENE GAS
: BICYCLE : LAMP :
Built on scientific principles.
NO SMOKE.
CANNOT JAR OUT OR BLOW OUT.
CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.
GEO. H. CLOWES MFG. CO.,
202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.


Weight 1 Ounce.
10,000 Miles and Repeat.
New Principle. Reliable. Best.
Dust Proof. Water Proof.
1898 GOODS.
MILLER'S A1 LAMP.
EVERLIT LAMP.
ROYAL BELLS
EDWARD MILLER & CO.,
Factories and General Office,
...MERIDEN, CONN...
STORES:
63 Pearl St., Boston, Mass., and
28-30 West Broadway, New York.

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TROJAN BOX STRAP

Something New, Bright and Clean. Free from a Wire Edge.

Continuous Strip 300 feet. **NO RIVETS.** *Others on the market are weaker by being riveted every eight or ten feet.*



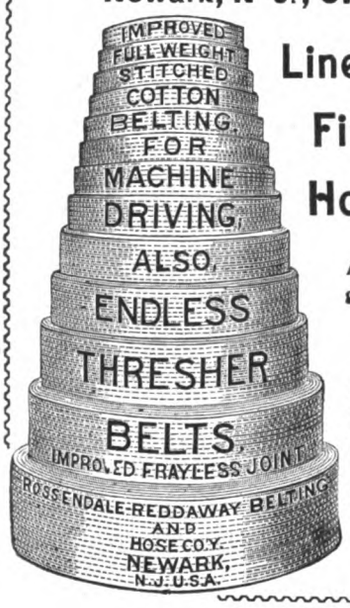
Soft Steel Strap allows a nail to be driven anywhere. Made in such a manner that the Bosses protect the heads of nails.
Packed in cases of 20 coils of 300 feet each, on individual hangers or one iron floor stand gratis. ½, ⅜, ¾, and 1 inch in width.

Write for Samples and Prices.

De Haven Mfg. Co.,

50 to 54 COLUMBIA HEIGHTS, - BROOKLYN, N. Y.

THE
ROSSENDALE - REDDAWAY BELTING & HOSE CO.,
Newark, N J., U. S. A.

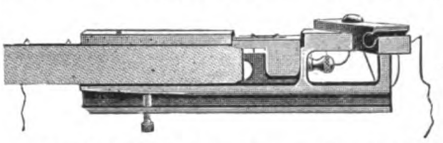


Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

A Perfect Saw-Tool at Last.



It **SETS** to the hundredth part of an inch.
SIDEDRESSES in any required degree.
JOINTS with unvarying exactitude, and otherwise
FITS the saw in all respects for easy and effective work.

For illustrative circular and full particulars, address
THE BENNETT COMBINATION SAW-TOOL CO., 159-161 East Houston St. New York City.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

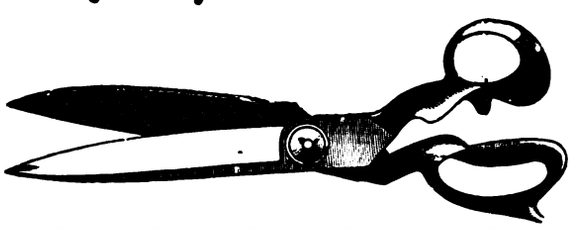
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

WHEN YOU WANT THE
Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

J. WISS & SONS, NEWARK, N. J.

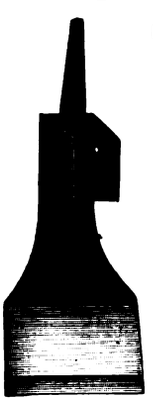
We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the **BEST** in the line, consequently the cheapest. . .

Ship Carpenters' Tools

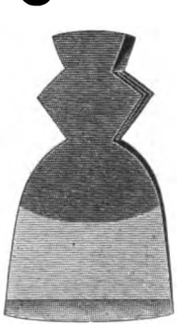
"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, **Chisels,**
Mauls, **Gouges,**
Scrapers, **Slicks.**

STOCK ON HAND READY FOR DELIVERY.



Ship Axe.

UNDERHILL, CLINCH & CO.,

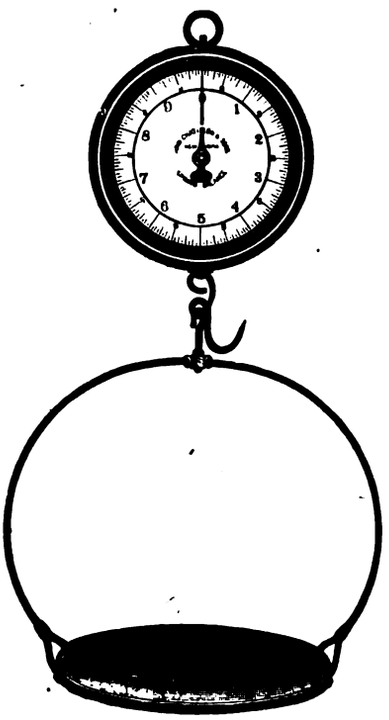
SOLE AGENTS, 94 Chambers St., NEW YORK.

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CHATILLON SPRING SCALES.

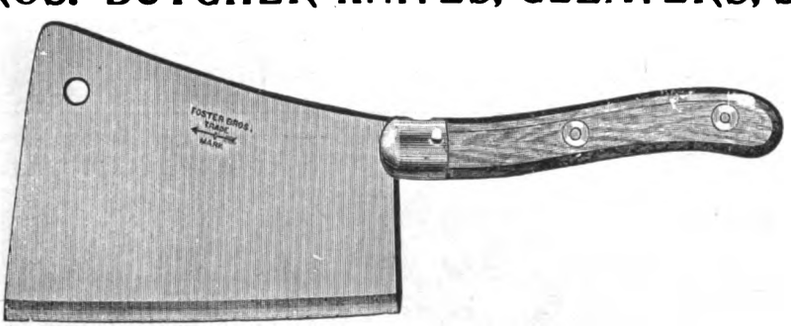
For more than **sixty years** we have carried on the business of making **Spring Scales,** and have made it OUR SPECIALTY.

All our Scales are warranted to weigh accurately and to be perfect in workmanship.



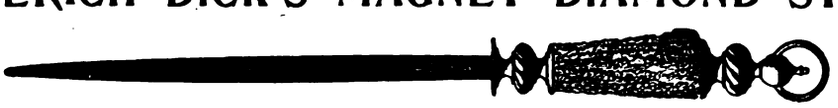
Our experience in the business, together with our unequaled facilities for manufacturing, enables us to produce a superior article, and thus to maintain the well-known reputation of **Chatillon's Spring Scales** as above that of other makes.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



These Tools are recognized in the Markets, Packing Houses and Abbatoirs throughout the United States as the standard of excelle ice, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workm inship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE CO.'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

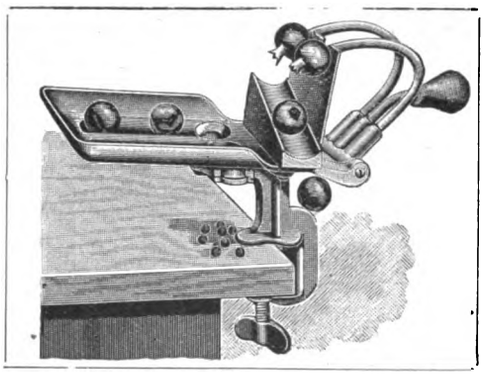
JOHN CHATILLON & SONS,

ESTABLISHED 1835.

85 to 93 Cliff St. and 12 Jacob St., - - NEW YORK CITY.

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THERE is not, never was, and never will be any other Cherry Stoner that stones cherries like the . . .



FAMILY CHERRY STONER.

All other so-called cherry stoners mash the fruit and waste the juice. This one removes nothing but the stone. It is one of the few things that was made just right, and when a thing is right, it can't be beat.

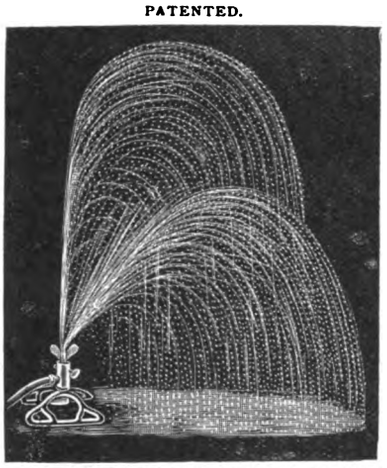
——SOLD BY JOBBERS.

MADE BY . . .

GOODELL COMPANY, ANTRIM, N. H.

MYSTIC LAWN FOUNTAIN

PATENTED.

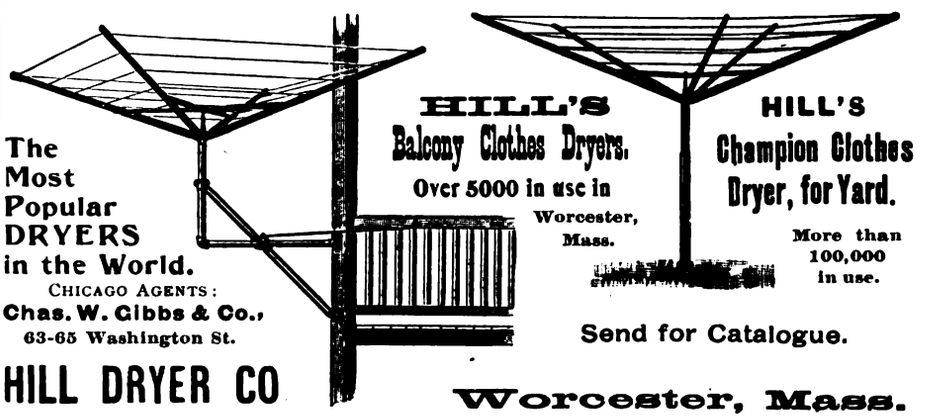


Can be adjusted to throw semicircle by simply turning thumb piece, so as to set near a walk.

Write for Catalogue of Sprinklers, Hose Menders, Lawn Rakes, Garden Trowels, Weeding Hooks, etc.

Write for BARGAINS in Lawn Sprinklers. We Mean Business. Prices Will Astonish You.

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The Most Popular DRYERS in the World.

CHICAGO AGENTS: Chas. W. Gibbs & Co., 63-65 Washington St.

HILL'S Balcony Clothes Dryers. Over 5000 in use in Worcester, Mass.

HILL'S Champion Clothes Dryer, for Yard. More than 100,000 in use.

Send for Catalogue.

HILL DRYER CO Worcester, Mass.

THE NEW "PERFECTION" HALTER CHAINS.



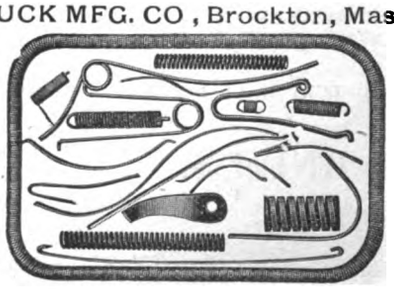
These chains are not readily distinguished from the German Welded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts.

WE MAKE THE BEST SASH CHAIN—THE "MONARCH."

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TUCK MFG. CO, Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

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HARDWARE MANUFACTURERS' AGENTS.

Representing Leading Manufacturers.

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GOOD CHANCE.

Long established and profitable Hardware business in a manufacturing town of 4500 inhabitants, and on the boom. Stock is clean and up-to-date. No dead stock. Good paying Tin Shop. Reason for selling—wish to close estate of my husband. Address

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COVERT MFG. CO., West Troy, N.Y.

PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in HARDWARE a magazine progressive and enterprising.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

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New HOWARD CHAINLESS
To be given in exchange.

OUR Advertising Department proposes to give ten latest Improved Howard Chainless Bicycles, valued at $125 each, in even exchange for an equal number of the oldest bicycles of any make, in good order and condition for use. Awards to be decided from applications sent in before the 4th of July.

All You Have to Do is to send to us in a sealed Envelope:—1. Your name, residence and postoffice address. 2 The name, factory number and description of the bicycle. 3. If you want our illustrated catalogue send two 2-cent stamps.

If you have an old bicycle you merely send the required information. It may bring to your door the best bicycle in the world in exchange for your old one. This is no scheme to secure a payment, subscription, or admittance for an agent. We want the names of people who can use good bicycles. We make HOWARD CHAINLESS BICYCLES exclusively and want to sell one or two in every town this season. Have been making chainless bicycles for years. If no agent in your town handles the Howard Chainless we will allow the first person who buys a liberal amount for his old wheel and offer him an agency.

Advertising Department **HOWARD CHAINLESS CO.,** 760 Summer Ave., Newark, N. J.

HARDWARE DEALERS SELLING BICYCLES

Are making a pleasant and profitable addition to their business. More Hardware Dealers are selling **"Imperials"** as a side line than any other class of merchants, and WHY?

"Imperial Wheels" The Go-Lightly Kind

Registered Trade Mark.

are easy to sell—easy to ride. They give satisfaction and please the riders. **"Imperials"** list this season at

$50, $40 AND $30.

Highest Standard maintained in Workmanship, Material and Finish. They are bound to be Money Makers for any Dealer. ***WRITE FOR TERMS AND DISCOUNTS.***

AMES & FROST COMPANY, CHICAGO.

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recognized as the standard of quality the world over is the . . .

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It represents all that is possible in stylishness and true, lasting quality. It is backed by a half century's successful record. . . . Learn more about it by dropping a line for catalogue to——

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THE WM. ROGERS MFC. CO.,

Main Office & Salesrooms:
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NEW YORK OFFICE,
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FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER

TIPPED
WINDSOR or
SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

——THE VERY BEST——

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES,	HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO.	
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R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

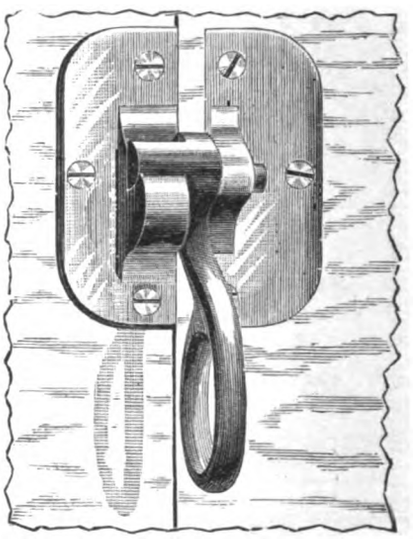
Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT

Refrigerator Fastener.

The only Practical Fastener in use.



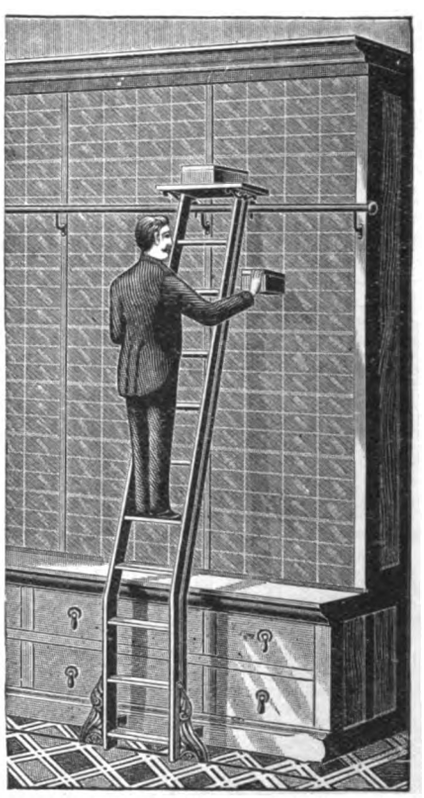
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

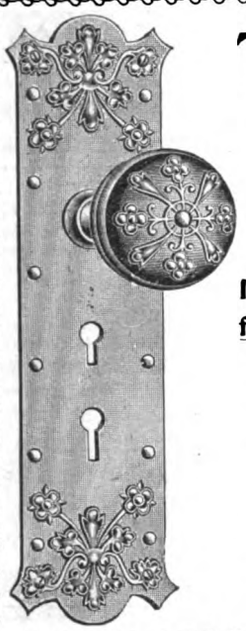
The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, YOUNGS & CARR, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 80 John Street, New York City.
California, JOHN WOODLOCK, 26 Beale Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
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Trilby Design

(Wrought Bronze)

In Old Copper finish is a favorite for

Front, Vestibule,

Inside, and Sliding Door

Sets Complete.

Bell Pushes, Etc.

NORWALK LOCK CO.,

(Manufacturers of) **Builders' Hardware,**

Factory and General Offices,
SOUTH NORWALK, CONN.

SALESROOMS:

NEW YORK, 80 Chambers St., or
94 Chambers St., (UNDERHILL, CLINCH & CO.)
BOSTON, 200 Franklin St. (CHAS. A. CUNNINGHAM.)
CHICAGO, 36 Dearborn St.
BALTIMORE, 32 Hopkins Place. (HENRY KEIDEL & CO.)
PHILADELPHIA, 13 North Sixth St. (HERY A. TERRY.)

The Largest Insurance Company in the World.

THE MUTUAL LIFE INSURANCE COMPANY

OF NEW YORK.

RICHARD A. McCURDY, President.

Assets, Dec. 31, 1897, -	$253,786,437.66
Liabilities, - - - -	$218,278,243.07
Surplus, - - -	$35,508,194.59
Paid to Policy-holders since organization, - -	$462,997,250.71
Income in 1897, - -	$54,162,608.23
Increase of Income in 1897,	$4,459,912.96
Increase of Surplus, - -	$5,774,679.89
and Decrease of Expenses, - -	$146,178.31

ROBERT A. GRANNIS, Vice-President.

WALTER R. GILLETTE, - - General Manager.
ISAAC F. LLOYD, - - - 2d Vice-President.
FREDERIC CROMWELL, - - - - Treasurer.
EMORY McCLINTOCK, - - - - - - Actuary.
WILLIAM J. EASTON, - - - - - Secretary.

To Bicycle Riders.

WE MAKE OUR TUBE
OF FIFTY CARBON STEEL

Because a Tube like this of our .50% CARBON STEEL Is just as strong as a Tube like this of .25% CARBON STEEL

While weight for weight in a Bicycle our FIFTY CARBON Steel will last so long [redacted]

and TWENTY-FIVE CARBON Steel will last only so long [redacted]

NOTE THE FULL IMPORT OF THE PARALLEL LINES.

The comparison which they graphically make indicates the result of the prolonged investigations of the most practical experts of the world.

That the tests in our own laboratory coroborate these results is merely so much to its credit; that the same is true of actual trial on the road equally proves the trial to have been made in bicycles of correct design and construction. THE FACT REMAINS.

The margin of safety is greatly increased by the use of this tube. Every bicycle manufacturer should use it; every dealer should insist on having it; every rider should demand it. Send for catalogue.

THE POPE TUBE CO., Hartford, Conn.

Bissell . .

Carpet Sweepers

FOR **1898.**

"Cyco" Bearings and Dust Proof Axle Tubes

Will be the prevailing features, with others of equal value to be announced later on.

ADVERTISING HELPS

Furnished Gratis.

Bissell Carpet Sweeper Co.,

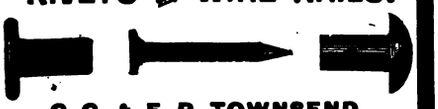
103 Chambers St., New York.

GRAND RAPIDS, MICH.

LONDON. - PARIS. - HAMBURG.

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JOHNSTON'S LIQUID GLUE FOR ALL USES.
1 oz. bottles per gro. $5.00
2 oz. bottles per gro. $6.00
JOHNSTON'S IMPERIAL CARPENTERS' PENCILS.
—HIGH GRADE.—
Price per gro. $5.00.
OVAL, BEVELED, TRILATERAL, HEXAGON.
J. D. JOHNSTON, Newport, R. I.

RIVETS AND WIRE NAILS.

O. O. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

PRIEST'S CLIPPERS


Largest Variety Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

STARR'S GRANITE CEMENT.
Repairs chipped and rusty spots in Graniteware. Stops Leaky Tinware, Copperware, Fibreware, Woodenware, Tin and Iron Roofs, Eave Spouts, &c. Sample and prices free to dealers.
P. H. STARR,
B x E, NORWALK, OHIO.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED—At once, married man about thirty years, to take charge of selling department of Hardware, cutlery, paints and seed store. One with experience in the business and capable of handling salesmen. Must be temperate and wide awake. Address, with references and salary expected, WIDEAWAKE, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, in Missouri and Kansas, or Nebraska and Iowa. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred Address F. P. M, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

A PRACTICAL builders' Hardware salesman, of eighteen years' experience, who has been connected with large jobbing and retail house, desires position in retail store in growing city. Can estimate from plans and specifications, and has knowledge of Hardware generally. Address "LOCKS," care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake, Iowa.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact, knowledge stenography, typewriting and double-entry bookkeeping; best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER —Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

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Situations Wanted.

ADVERTISING man wishes to make connections at once with a reliable and financially strong manufacturing company. Is fine writer and designer of advertising matter, and knows when, how and where to place it to advantage. Can take full charge of advertising department. Address EDW. C. WIMBROUGH, No. 530 N. 13th Street, Philadelphia, Pa.

A YOUNG man, some experience as salesman, would like to engage with a reliable firm where he could learn the business, with view of representing them in the city and nearby trade. Chance of advancement looked for more than salary. G. H. Blanchard, No. 331 West Twenty-first Street, New York.

BICYCLE repairer and builder would like position with Hardware house handling wheels. Capable to take charge of bicycle department entirely; can handle fittings. GEO. GOULD, No. 114 Freeport Street, Dorchester, Mass.

SITUATION wanted as superintendent, assistant or general foreman of machine works or factory. Have extensive experience in managing the manufacture of general and wood-working machinery, machine tools and bicycles; well up in modern machine shop practice, designing, and draughting; successful in reducing cost and estimating. Address R. U. S., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by an elderly man as salesman in a retail Hardware store; city or country; over twenty years' experience. Reference, Peter Duryee & Co., New York City. JOHN BARRETT, Hudson Boulevard, West Hoboken, N. J.

WANTED by a practical mechanic with eighteen years' experience in the manufacturing of wood-working machinery and iron tools. Has had charge of machine shop for ten years and buying of supplies. A position as superintendent, assistant manager or traveling salesman. A1 references. Address H. A. CANT, Lancaster, Erie County, N.Y.

MAN, thirty-one years old, wants to change his position; nine years' experience in retail Hardware as bookkeeper, buyer and salesman. Experience on road. A1 city reference given. Moderate salary. Address LOCK, Box 34, Jeannette, Pa.

POSITION as head of department, purchasing agent or salesman, sixteen years' experience; two years with one of the largest retail houses in New York State; first-class references; Eastern States preferred. Address M., care HARDWARE, No 143 Chambers Street, New York.

A YOUNG man (German) desires position in a Hardware house, wholesale or retail, has some knowledge of the business. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED, by established company with necessary capital, control of good selling specialties in Hardware, house-furnishing, metal and kindred lines, for specified territory. This is an exceptional opportunity for manufacturers to establish good connection. Address "EXPANDED," care HARDWARE, No. 143 Chambers Street, New York.

A TRAVELING man, representing a manufacturer on a salary, wants to take some lines of cutlery, Hardware and woodenware specialties on commission in Ohio, Michigan and Indiana. Address 2030 Franklin, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman wishes to add good selling line for Hardware, paint, cycle or general store trade. References; state particulars, and address "36," care HARDWARE, No. 143 Chambers Street, New York.

AN A No. 1 side line wanted by a first class specialty salesman, visiting Hardware and cutlery trade throughout New England States. "ESTABLISHED TRADE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman throughout New England and Middle States, with permanent address on Broadway, New York, would like novelties and lines of S. M. belts, oil or tailor's shears. Exclusive agency in above territory preferred. Address JOHN F. DOWD, No. 239 Broadway, New York City.

Side Line Offered.

SALESMEN WANTED to sell a fine all steel sash pulley on a commission basis, as a side line. Write fully of your present connections and territory covered. References desired. This is a good chance to make some money on a good article. G. R. SASH PULLEY CO., Grand Rapids, Mich.

Side Line Offered.

WANTED—Traveling salesmen visiting the wholesale Hardware and rubber trade to carry an up-to-date patented novelty as a side line. Send 50 cents for sample, post-paid. Address ORDNER MFG. CO., Cleveland, Ohio.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

FRONT portion of loft, one flight up, suitable for manufacturer's sample room; very light; steam heat. Located in heart of wholesale district. Will lease for one year from May 1st. Address "EXCELLENT," care HARDWARE, No. 143 Chambers Street, New York.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE STOCK for sale. Taken for debt—will sell cheap. Suitable for anyone wishing to start in the Hardware business. For particulars, address "E. H. W.," P.O. Box 1592, Philadelphia, Pa

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

NEW, well selected stock of Hardware, builders' supplies, stoves, paints, etc. Trade well established. Located in a first-class town of 3000 inhabitants. Cousidered the neatest store in Central Ohio. Splendid farming country surrounding. Will be sold to dissolve partnership. Address X. Y. Z., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE store twenty miles from New York; doing good business. Rare chance for a live man. Owner will give satisfactory reasons for disposing of same. Price, $3500. Address H. H. G., P.O. Box 2383, New York City.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No. 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware steel, or kindred products by young man of executive ability and wide experience. Bond, if reqnired. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Hardware Specialty Agency Wanted.

A RELIABLE house on the Pacific Coast wants exclusive agency for Hardware and specialties on commission basis. A first-class chance for those who wish to extend their Coast connections. Address A. R. D., care HARDWARE, No. 143 Chambers Street, New York city.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

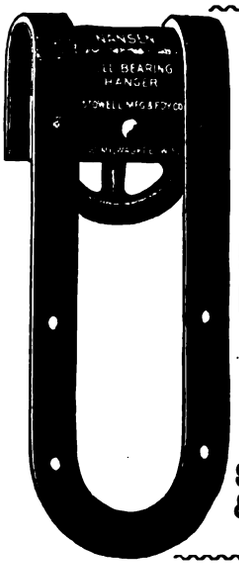
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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."



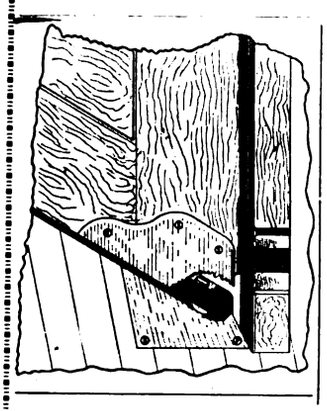
NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.



The Matchless Double Acting

FLOOR SPRING HINGE.

. . . . . BALL BEARING.

For Vestibule, Butler's Pantry and Outside Doors, they cannot be excelled.

LAWSON MFG. CO.,

MILWAUKEE, WIS. CHICAGO, ILL.

What's the Good of Waiting

If You Need Tin, Gutter, Pipe Hangers, Zinc, Solder, &c.?

It's Here.

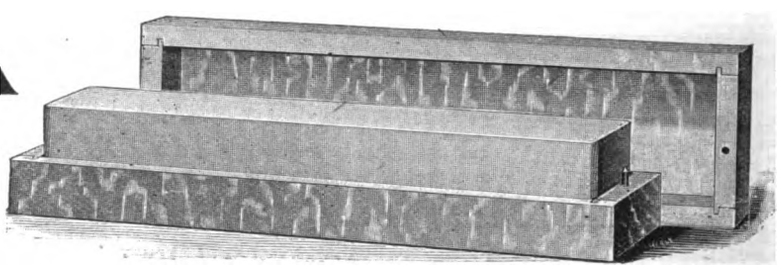
Every Thing in

..Tinners' and Roofers' Supplies....

L. D. BERGER'S,

59 N. 2nd St., PHILAD'A, PA.

INDIA OIL STONES



Every Stone Warranted.

"SHARP AND QUICK."
(TRADE MARK.)

Money Refunded if Not Satisfactory.

.....CORRESPONDENCE AND TRIAL ORDERS SOLICITED FROM THE TRADE.....

WRITE FOR DESCRIPTIVE CIRCULAR AND PRICES.

NORTON EMERY WHEEL CO., Worcester, Mass.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&12½&5%
Railroad.....

Ammunition—

CAPS, PERCUSSION—$ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....27 @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....25&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33½&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&2½@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—$ 1000—
B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.15
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.40
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .35
Buck Shot, 25-lb bags, $ bag....$1.40
Buck Shot, 5-lb bags, $ bag....$ .35
Chilled Shot, 25-lb bags, $ bag.$1.40
Chilled Shot, 5-lb bags $ bag..$ .35
Dust Shot, 25-lb bags, $ bag....$2.00
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.50
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks $ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....$ doz. $3.80
Galien Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire....$ doz. pairs. .75
Burton's, No. 2....$ doz. pairs. .75
Burton's, with bolt holder, No. 1.....$ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....$ gro. $6.80
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Cincinnati Tool Co.:
Brace twist drills for metals. 50&5@50&10%
Brace twist drills for wood. 40&5@40&10%
Screw and plug.....25&10&10%
Cleveland Wood Bits for Brace, Style A, No. 114.....50&5%
Common Auger Bits.....75&10@80%
Cook's Circular Lip.....60%
Cook's N. H. Copper Co.....50%
Forstner Pat. Bits.....35%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip.....40%
No. M Extension Lip pattern car bit.....40%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $34.00. 20%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33½@33½&10%
Ives.....33½@33½&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—
C. E. Jennings & Co.....33½%
Cincinnati.....25&10&10%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, $ doz. $30....50@50&10%
Swan's.....40@40&10%

GIMLET BITS—
Diamond $ doz. $1.35.....40&10%
Double Cut, Shepardson's.45&10@ 50&10%
Double Cut, Common, $ gro. $2.75 @$3.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ladds'.....70%
C. E. Jenning & Co.:
Double Cut.....50%
German.....50%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Syracuse, for wood.....40%
W. & B. Diamond.60&10@60&10&10%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Twist Drills.....60&10@70%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awls—

Handled Brad, $ gr.....$3 00@$3.25
H'ld Scratch $ gr.....$3.50@$4.00
Pat. Peg $ gr.....30@35c
Sewing, Com.....$ gro., 85c@$1.00
Should. Peg $ gr.....$1.35@$1.45
Shouldered Brad. $ gr...$1.50@$1.65
Socket Scratch $ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $13; 5, $15.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.00; No. 2, $4.00; No. 3, $5.5...40&10%

Axes—

First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c $ doz.

AXES, HANDLED—
Peck's:
Champion Blade...per doz., $12.00
Empire.....per doz., $9.00
Firemans'.....per doz., $35.00

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 50@50&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&12½%
Lathing.....50%
Shingling.....50%
Warehouse.....40&12½%
Vulcan Tool Co.....60%

Balances—

Chat llon's:
No. 2000 20 80
$ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....$ doz. 80c net.
Ice.....30&10%
Straight Spring balances.50&10@60%

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40%
Silver Chime.....40%
White Metal.....65&10%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....55%
New Departure.....45@50%

COW—
Common Wrought.....60&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10&5%
Moulders.....50&5@50&10&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Blind Adjusters—

Domestic..₩ doz. $3..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00...50&10&5%
N rth's.....10%
Zimmerman's.....50&10@50&10&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10@50&10&5%

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....25%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.55; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1⅝ inch, ₩ gro.....$4.50@5.00
inch, ₩ gro.....$5.00@5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10&10%

Bull Rings—

Humason, Beckley & Co.'s.60@60&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@35%
Dunlap's Family.....25%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Bung Hole Borers—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@70%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Can Openers—

American.....₩ gross $1.75@$1.90
Columbian.....₩ gro. $14.40
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@$1.00
Cast Steel, Polished.....₩ doz. $2.25
Dunlap's.....20%
Excelsior.....25%
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Crystal	Ball Bearing	₩ doz. $36.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids		₩ doz. $32.00
Hall		₩ doz. $60.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz. $24.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $32.00
Furniture Protector, Nickel.....₩ doz. $34.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $32.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $4.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $13.00
"Criterion," ₩ doz. net...$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net. $17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$20.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap.	$20.00
Rapid, Broom-Action, Nic..	$22.00
Select, Broom-Action, Jap..	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam-Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$21.00
Acme, Cam-Action, Nic	$24.00
Common Sense, Cam-Aotion, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$24.00
Our Own, Cam-Action, Nic..	$24.00
Imperial, Cam-Action, Nic..	$26.00
Model, Cam-Action, Nic....	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72 00

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@65&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@65 &10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, Ass'n cask prices.

3-16	1/4	5-16	5/16	7-16	1/2	5/8	3/4
$5.50	4.10	3.10	2.75	2.70	2.50	2.35	2.25

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
75&10&5@75&10&10%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
Cold Chisels, good quality, ₩ D 14c@16c
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00....35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $6.50; No. 2, $12.50.35%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $2.25
Star Shank.....₩ doz. $1.50
Star Socket.....₩ doz. $2.75

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $10.75..15%

TOILET—

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz. $7.20 net
Mascott.....₩ doz. $3.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....35&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

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Corn Hooks—

Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's....10%
Wadsworth's....25@25&10%

Counter Sinks—

Adjustable....20%
Countersink Bits....40&10%
Shepardson's Diamond....40@45%
Smith's....35%
Wheeler's Patent....40%

Crayons—

Sargent's List....20%
Dixon's
Eclipse....₩ gro. $2.75
Emerald....₩ gro. 5.00
Oriole....₩ gro. 5.00
Rainbow....₩ gro. 2.81
Solid....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96....25&10%
Perfect....25&10%
Rubber, ₩ doz. $7.50....20@20&10%
Southington Cutlery Co.'s List, Nov. '96....25&10%

Cycle Hangers—

Lane's....33⅓&5%

Diggers—

See Post Hole, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)...50&10%
Keystone Mfg. Co.:
Low List....50%
Leather Muzzles....50&10%
Medford Fancy Goods Co. list..40&10@50%
Union Hardware Co. New List. 50&50&10%

Door Checks—

Bardsley's....20%
Eclipse....60@60&10%
Unity F. G....50%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Foster's (Coil)....30%
Gem (Coil), list Oct. '95....25%
Norton....40@50%
Rubber, complete, ₩ doz. $5.50, 66⅔@70%
Star (Coil), list Oct. '95....33⅓&10%
Torrey's Rod, 39 in. ₩ doz $1.20@1.25
Victor, Coil....60&10@60&10&5%
Warner's....55@55&10%

Drawer Pulls—

Sargent's List....20%

Drawing Knives—

Adjustable Handle....25@25&10%
Bradley's....25%
Douglass....75@75&10%
Jennings & Griffin....75&5%
Merrill & Wilder....60&10%
Miz....75&10&5@80&5%
Ohio Tool Co....75&10&5@80&5%
P. S. & W....75&10&t@80&5%
Witherby....75&10&5@80&5%
Watrous....30&10@40%
L. & I. J. White....30&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'....each $1.75
Breast, Bartholomew's No. 12, ₩ doz....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W....40&5%
Breast, Wilson's....30&5%
Graves Drill Stocks....40%
Ratchet, Billings' Dble. Acting..33⅓%
Ratchet, Ingersoll's....25%
Ratchet, Merrill's....30@30&5%
Ratchet, Moore's Triple Act..25@30%
Ratchet, Parker's....40%
Ratchet, Whitney's....30&10%
Ratchet, Weston's....20@25%
Stearns' Bench....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $13.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co....30%

Egg Beaters—

Dover (Standard Co.) No. 10 ₩ gro. $9.50
Dover Extra Heavy (Standard Co.) No. 15....₩ gro. $21.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral....₩ gro. $4.25@$4.50

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric....$3.00 each, less 50%
Annunciators, $1.50 ₩ drop, less 50%
Batteries, Leclanche...60c. each, less 50%
Batteries, Carbon..60c. ea., less 50%
Batteries, Medical..$3.50 ea., less 50%
Batteries, Dry....50c. ea., less 50%
Bells, Electric, 2¼, 50c. ea., less 50%
Call Bell Outfit, Electric...$3.00 each, less 50%
Desk Pushes Electric..30c. each, less 50%
Door Springs, Electric...24c. ea., less 50%
Early Risers' Set, Electric..$3.50 each, less 50%
Floor Pushes, Electric...6 c. ea., less 50%
Gas Burners, Electric....5 c. ea., less 50%
Gravity Batteries, $1.00 ea., less 50%
Hydrometers....75c. each, less 50%
Incandescent Lamps..40c. each, less 50%
Induction Coils, Telephone 6'c. each. less 50%
Lead Covered Wire No. 18, No. 16. No. 14
Magnetos, Telephone, $7.00 each, less 50%
Push Buttons, Bronze, 20c. each, less 50%
Push Buttons, Wood..10c. each, less 50%
Sal Ammoniac...18c. ₩ lb., less 50%
Switches, 1 pt....20c. each, less 50%
Switches, 2 pt....24c. each, less 50%
Switches, 3 pt....28c. each, less 50%
Spark Coils, 8 pt..$3.00 ea., less 50%
Spark Coils, 10 pt $3.40 ea., less 50%
Spark Coils, 12 pt.....$3.80 each, less 50%
Tape, Insulating, 60c. ₩ lb. less 50%
Tube, Speaking, $21.00 ₩ 1,000 ft. less 50%
Whistles, Speaking Tube, N. P., 2.00 ₩ doz., less 50%
Whistles, Speaking Tube, Percelain....75c ₩ doz., less 50%
Wire Winders, $10.00 each, less 50%
Window Springs, Electric...24c. each, less 50%
Yale Lock Switch, Electric, $3.50 each, less 50%
Zincs, Leclanche...04c. ea., less 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 150 gr.	Flour, OF FF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4¾c	5½c	8½c
¼ kegs, ₩ lb.	5c	5¾c	8¾c
10 lb cans, 10 in case....	6c	6½c	9½c
10 lb cans less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro....$4.50
No. 6, ₩ gro....$7.20

Escutcheons—

Brass Thread....60@60&10%
Wood....25%

Escutcheon Pins—

Brass....70@70&10%
Iron, list January, 1890....60@60&5%

Farriers Knives—

"Challenge"....₩ doz. $3.00
Popes....₩ doz. $3.00
Wilkinson's....₩ doz. $3.00

Faucets—

Brass Globe Cocks....60&10%
Brass Racking....60&10%
Burnside's Red Cedar....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball....25%
Fenn's Cork Stops....60%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key....40%
John Sommer's "Boss," Tin Key..50%
John Sommer's "Victor," Metal Key....50&10%
John Sommer's "Duplex," Metal Key....60%
John Sommer's "Buckeye," Metal Key....40%
John Sommer's "Rochester," Metal Key....50%
John Sommer's "Rival," Metal Key....50%
John Sommer's "Crescent," Metal Key....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock..50%
John Sommer's "I. X. L.," Cork Lined....50%
John Sommer's "Reliable," Cork Lined....50&10%
John Sommer's "Common," Cork Lined....70%
John Sommer's "O. K.," Cork Lined....50%
John Sommer's "Chicago," Cork Lined....60%
John Sommer's "Perfection," Cedar....40%
John Sommer's "No Brand." Cedar....50&10%
Star....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00....40%
Lane's ₩ doz. $36.00....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American....70&10@75%
Arcade....70%
Derby....75&10%
Disston's....75%
Economy....75&10%
Great Western....70&10@75%
Kearney & Foot....70&10@75%
Nicholson....70%
Nicholson's X. F. Files...60@70&10%
Royal....75%
Second Quality Files....80@80&10%
Tiger....75%
Troy File Works:
Files....70&10%
Rasps....70%
Victor....75&10%

IMPORTED—

Stubs....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base)....10%

Fish Scalers—

Covert's Saddlery Works:
Great American....60&20%
Fitch's....25&10%

Fluting Scissors—

List....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&2 %
Columbia, Spading....75&5&2%
Iowa Farming Tool Co.:
Barley....70&15%
Victor, Hay....70&12½%
Victor, Manure, 4 tines....70&12½%
Victor, Manure, 6 tines....70&20%

Freezers, Ice Cream—

Blizzard....net
Gem....net
Granite State....net
Improved Arctic....net
Keystone, P. D. & Co....20%
Ohio....60&10%
Packer's:
Confectioner's Machine....net
Double Action Standard....net
Good Luck....net
Standard....net
Shepard's Lightning....net
White Mountain....net

Fruit, Wine and Jelly Presses.

Enterprise....25%

Fry Pans—

Acme Fry Pans....70&10%
Polished, regular goods...75@75&10%
Standard List....75&10@80%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse....₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem....₩ doz. $2.50
In lots of 3 doz....₩ doz. $2.25

Gauges—

Bemis & Call's Steel....50%
Boss, Screw Pitch....33⅓%
Clapboard....33&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's....60&10%
Stanley's Chisel....25&10%
Starrett's Surface, Center and Scratch....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill....20%
Wire, Morse's....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

"Bee," ₩ gr $12....25@25&10%
Bell Hangers....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ives'...60&10@60&10&5%
"Eureka" Gimlets.60&10@60&10&5%
Metal head....55%
Nail Gimlets:
Assorted 1, 2 and 3....₩ gr. $1.50
Assorted 2 and 3....₩ gr. $1.70
Pod....50%
Star....50%
Spike Gimlets:
Assorted 1, 2 and 3....₩ gr. $3.00
Assorted 2 and 3....₩ gr. $3.25
Wood head....50&10%

Glue—

Dodd's Liquid Glue....25&25&10%
Le Pages Liquid....25&25&10%

Glue Pots—

Family, Howe's "Eureka"....50%
Family, L. F. C.'s "Handy"....60%
Enameled....45@50%
Tinned....45@50%

Graters—

Champion Nutmeg....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.80..10%
Enterprise....25%
Rotary Nutmeg....₩ gro. $9.00

Grindstone Fixtures—

Howard Iron Co....30%
P., S. & W. Co....50&10&10%
Russell & Erwin....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Hafts—

Britton's....₩ doz. $6.50

Halters—

Covert Mfg. Co....45&2%
Covert's Saddlery Works: '96 List....60&20%
Upson & Wooding....40%
Wright's Animal Tether....30%

Hammers—

HANDLED HAMMERS—

Atha Tool Co....50&10@60%
Henry Cheney Hammer Co.
Handled Claw....40&10%
Machinists'....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley....50@50&10%
Dunlap's Patent....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75....40&10%
Maydole's....33⅓&5@40&5&5%
Peck, Stow & Wilcox....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail....40&12½%
Other Brands....50&10@60%
Sargent's New List....45@50%
Verree....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb....₩ lb 40c
3 to 5 lb....₩ lb 35c } 75@80%
Over 5 lb....₩ lb 30c

Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..60&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.05	1.25	1.50

50&10@60%
Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—

Bronzed, with Cylinder Lock....50%
Bronzed....30&10@66⅔%
Japanned, with Nuts....$1.65
Japanned, with Plate....$1.10
Japanned, without Plate....35c

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00

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Firmer Chisel, Hickory ass'd ₩ gr. $3.00@3.2[illegible]
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc ..... 50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

BOSS-CUT SAW HANDLES—
Atkins 40%
Boynton' Loop Saw Handles, 50c. 60%
Champion ..... 45@45&10%
Sensible ..... ₩ doz. pr. $5....60%

Hangers—
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00 ..... 50&10%
Rest Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door 50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00 ..... 70&10%
Cronk's Steel cov'd Loose Axle. 60&20%
Davis Parlor Door ..... 50@50&5%
Duplex (Wood Track) ..... 60&10&5%
Kidder's ..... 50@50&10%
Lanes Barn Door:
Covered ..... 60&10%
No. 50 ..... 60&5%
New Model ..... 4[illegible]&10%
Parlor, Standard ..... 40&10%
Standard ..... 60&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs ..... 60&10%
Nansen Roll-Bearing Hanger. 60&10%
Reed's Steel Arm 50%
Rider & Wooster, No. 1, 63½c.; No. 2, 75c. 40%
Richards' Single Track, Steel. 50&10%
Star ..... 50&10&10%
Stearns' Challenge ..... 50@50&5%
Sterling's Impr'd. 60&10@60&10&10%
Stowell Barn Door:
Badger ..... 60&10%
Climax ..... 55&5%
Interstate ..... 60&15%
Magic ..... 50&10%
Matchless Covered ..... 60&10%
Wild West ..... 5[illegible]&5%
Zenith ..... 5[illegible]&5%
Baggage Car Door ..... 33⅓&5
Elevator 40%
Railroad ..... 5[illegible]&5%
Terry Ideal ..... 60&10%
Terry's Modern 60%
Terry's Modern, Covered 60%
Terry's Safety ..... 60&5%
Terry's Solid ..... 60&10&10&5%
Terry's Wrought ..... 60&10&10%
The Boss ..... 60&10@60&10&5%
Universal Anti-Friction 40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½&5
Warner's Pat ..... 20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 ₩ doz ..... 40&10%
Wrought ..... 85&10&5@90c
Wrought, Stanley ..... 85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point 50%
Auburn Straw 40%
Lightning, from jobbers. $6.00@$6.25
Wadsworth's ..... 40&5@40&5&7½%

Hedge Shears—
Wm. Wilkinson & Sons 50%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T. .75@75&5%
Rolled Blind Hinges Nos. 23 and 24 50&10@50&10&5%
Rolled Plate ..... } 70&10@70&10&5%
Rolled Raised .... }
Plate Hinges "Providence" 6 to 12 in. ₩ lb, 5c. 14 to 36 in. ₩ lb, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb. 3½c / 14 to 20 in., ₩ lb. 3½c / 22 to 36 in., ₩ lb. 3 c
STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10&10%
Light T Hinges ..... 7 @7[illegible]&10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges. 8[illegible]@80&10&5
Long Chest Hinges. 60&10@60&10&10%
Hinge Hasps ..... 60&10@60&10&10%
Crate Hasps ..... 60&10@60&10&10%
Crate Hinges ..... 75&10&5%
SPRING HINGES—
Acme ..... 80&5%
American 30%
Bommer's 40%
Bardsley's Patent Checking 15%
Chicago 30%
Crown 30%
Champion 60%
Devore's No. 1 ..... ₩ gr. $18.00
Geer's Spring and Blank Butts... 40%
Gem 30%
Zell's American 30%
Matchless, Double Acting 25%
New Idea, No. 1, ₩ gro. $7.50
New Idea, No. 2, ₩ gro. $18.00
Oxford 30%
Rex ..... ₩ gr. $13.00
Royal Japanned 66⅔%
Rubber 66⅔%
Sargent's List 1894:
Bronze Metal ..... 75&10%
Japanned Surface, Single. .70&10%
Japanned Surface, Double. 60&10%
Mortise 55%
Model ..... 70@70&10&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double 70%
Vigilant ..... 50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894 ..... 20%
Union Mfg. Co 25%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic ..... ₩ doz $12.50, 50%
Common Sense. ₩ doz pair $4.50, 50%
Clark's Nos. 1, 2, 3 ..... 70&10&5%
Long's Self Closing 50%
N. E. ₩ doz $7.80 ..... 60@60&10%
N. E. Reversible ..... ₩ doz $5.60 60@60&10%
N. Y. State. ₩ doz $4.90. .60@60&10%
Reed's Latch and Hinges... ₩ doz $13.00, 50%
Seymour's ..... 45&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10&5%
Western, ₩ doz $4.20 ..... 60@60&10%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 80&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 80&10%
Nos. 40 and 50 ..... 80%
Huffer 55%
Parker ..... 75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13 ..... 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter ..... 80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5 ..... 80&10&5%
Champion Gravity Locking, No. 75 ..... 80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&10%
Tip Pattern, Nos. 1, 3 and 5, 80&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 10 and 10½ 80%
Niagara Gravity Locking, Nos. 1, 3 and 5 ..... 80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter ..... 80&10&5%
Pioneer, Nos. 060, 45 and 5½. .75&5%
Steamboat Gravity Locking, No. 10 ..... 80&10&5%
Stenger's Noiseless 75%
Mortise Gravity 50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30 ..... 40&10%

Hitching Cords—
Covert Mfg. Co 45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy. ₩ doz. $4.50 net
Cotton ..... 80&10%
Dunlap's Boys', Ladies', Toy 30%
Garden 80%
Ladies' and Boys' ..... 80&5%
Mortar ..... 75&25%
Iowa Crucible Socket ..... 75&20%
Magic ..... ₩ doz $4.00
Mattock Hoe ..... ₩ doz. $3.75 net
Planter's ..... 80&15%
Texas Cut-Easy ..... ₩ doz. $4.25 net
Warren Hoe ..... 60&10%
Weeding ..... 75&5%
EYE—
American Axe & Tool Co 70%
Grub ..... 70&10@75&5%
Lane's:
Crescent Planters Pat ..... 45&5%
Razor Blade, Scovil Pat ..... 80&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil ..... 30@30%

Hog Rings and Ringers—
Hill's:
Rings ..... ₩ gr. boxes. $3.00@$3.25
Ringers ..... ₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings ..... ₩ gro. $7.00@$7.50
Perfect Ringers ..... ₩ doz. 80c

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware ..... 40&10%
Peerless Enameled-Ware. .70&10%
Crystal Steel-Ware ..... 50&10%
Blue and White-Ware ..... 60&10%
White-Ware ..... 35&10%

STOVE HOLLOW-WARE:—
Ground ..... 60&10&10@70%
Unground ..... 70&5@75%
WHITE ENAMELED-WARE:—
Boilers and Saucepans. ....62½@65%
Maslin Kettles. ....75&5@75&10&5%
Tinned Boilers and Saucepans. 60&5@60&10%
SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co ..... 40&5%
Reed & Barton ..... 40&5%
Rogers & Brother ..... 40&5%
Simpson, Hall, Miller & Co. ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks—
BUSH—
Jennings & Griffin's ..... 40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00
CAST IRON—
Bird Cage, Sargent's list. .60&10&10%
Bird Cage, Reading ..... 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list ..... 50&10%
Chandelier 70%
Clothes Line, Sargent's list. .50&10%
Coat and Hat, Sargent's list. .50&10%
Coat and Hat, Reading ..... 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list. ....50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Wardrobe 55%
WROUGHT IRON—
Cotton ..... ₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works 30%
Hammock Hooks, E. C. Stearns, ₩ doz 60c
Picture, T. & S. Mfg. Co 75%
Tassel, T. & S. Mfg. Co ..... 50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.
MEAT—
Enterprise ..... 33⅓&5
Wm. Johnson's:
8 in ..... ₩ doz. $2.20 net
10 in ..... ₩ doz. $2.70 net
WIRE—
Atlas Coat and Hat ..... 50&10%
Belt ..... 80@80&10%
Handy Coat and Hat 70%
Steady Ceiling 70%
Wire Coat and Hat, Acme. .60&10%
Wire Coat and Hat, Gem 70%
Wire Coat and Hat, Standard. 45%
MISCELLANEOUS—
Carpenter's Amc. Grass Hooks, ₩ doz. $4.00
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks ..... 60&20%
Dunlap's Merchandise 25%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass ..... 70&10%
Hooks and Eyes—Mal. Iron 75%
Wm. Johnson's Cotton, Box and Hay 60%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Whiffletree ..... ₩ lb 4½c

Horse Nails—
Nos. 6 7 8 9 10
A. C. ..... 25c 25c 23c 21c 21c. 40&10%
American, all sizes, 9½@10c. ....net
Ausable. ....28c 26c 25c 24c 23c. 40&10&5%
Anchor ....23c 21c 20c 19c 18c. 40%
C. B. K. 23c 23c 23c 21c. 21c 40%
Capewell. ..19c 18c 17c 16c 16c. .10&5%
Champlain. .23c 26c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 30&10&5%
Empire Bronzed 10c
Essex ..... 23c 26c 25c 24c 23c. 40&10@50%
Lyra. ....9½c 9½c 9½c 9½c 9½c., net
Maud S. ....25c 23c 23c 21c. 21c 50&10&5%
Northw't'n. 25c 23c 23c 21c 20c. 25@25&5%
Putnam. ....23c 21c 20c 19c 18c. 25%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan. ....23c 21c 20c 19c 18c. 25%
Western, 5 to 10d 9c

Horse Shoes—
See Shoes.

Horse Ties—
Covert Mfg. Co 45%

Hose, Rubber—
Boston Belting Co.:
"Boston" ..... 50&10&5%
"Imperial" ..... 30&5%
Competition ..... 75@75&10%
Extra ..... 60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick. ....₩ gr $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Parker's:
Ice Box Chisel. ....₩ doz. $12.00
Ice Crusher, No. 3, ₩ doz. $3.40
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools ..... ₩ doz. $4.00
} 25&10&5%
Sargent's Ice Awls 55%
Star ..... net

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00. .25%
No. 34 ..... ₩ doz. $15.00. 25%

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain ..... 15@20%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.50. .20@25%
Butcher Knives ..... 25@25&10%
Shoe Knives ..... 25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c 40%
Goodell's:
Bread Knives Ass'n list ..... net
Butcher ..... net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives 50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives. .25@25&5%

Knobs—
Bardsley's Wood Door, Shutter and Base 15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr ..... $1.25@$1.50
Carriage, Jap ..... ₩ gro. 80c, 60&10%
Door Knobs, Hemacite ..... 50&10%
Door Mineral ..... ₩ doz. 55@90c
Door Por. Jap'd ..... ₩ doz. 65@70c
Door Por. Nickel .. ₩ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Hemacite ..... 50&10%
Picture, Judd's ..... 60&10&10%
Picture, Sargent's ..... 70&10%
Shutter, Porcelain 70%
Yale & Towne Wood, list Dec. '85. 40%

Lace, Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace ..... ₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft. ...$1 00
Cut Lacings, 5/16 in. ₩ 100 ft. $1 25
Cut Lacings, ⅜ in., ₩ 100 ft. ...$1 0
Cut Lacings, ½ in., ₩ 100 ft. ...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft. ...$2.75
Cut Lacings, ¾ in., ₩ 100 ft. ...$3.25
Discount from list, 60%

Ladles, Melting—
Monroe's Pat ..... ₩ doz $4.00, 40%
P. S. & W ..... 35&10@40%
Reading ..... 50&10%
Sargent's ..... 60@60&10%
Warner's 30%

Lanterns—
Buhl Stamping Co:
No. 100 Buhl Tubular Headlights, ₩ doz. list $30.00
No. 16 Buhl Side Lever, ₩ doz. list $7.50
No. 10 Buhl Improved Regular, ₩ doz. list $7.00
No. 20 Buhl Square Top Lift, No. 2, ₩ doz. list $11.00
No. 150 Buhl Dash Reflector, ₩ doz. list $10.00
No. 250 Buhl Dash Reflector, No. 2, ₩ doz. list $17.00
Discount ..... 40&5%

Latches—
Cronk's Sliding Door 60%
Lane's Barn Door 40%

Lawn Mowers—
Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Continental ..... 60&10%
Enterprise 40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. ..... 70&10%
Style A., (all steel) ..... 60&10%
Style E., Low Wheel ..... 60&10%
Style E., High Wheel ..... 70&10%
Drexel, low list 50%
Gold Coins, low list 50%
Great American ..... 70&10%
Imperial ..... 60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy ..... 60&10@60&10&10%
New York ..... 60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania ..... 60&10%
Rapid Transit ..... 70&10&10%
Standard ..... 60&5%
Sunbeam ..... 60&10%

Lawn Sprinklers—
Enterprise 25%
Gibbe' Arc ..... ₩ doz. $10.00
Gibbe' Hustler ..... ₩ doz. $5.00

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Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
℔ doz. $12.00 $15.00 $24.00..35%

Lemon Squeezers—

Barger Bros. ℔ doz. 3-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ℔ doz. $3.50; 2, $5.35 3, $1.65; Queen $3.50 net
Dunlap's Improved ℔ doz. $3.75 20%
Hotchkiss, Straight Flush ℔ doz. $9.60
Jennings' Star...℔ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....℔ doz. $6.00 $0&10@40%
Wood, Common ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gro.....25%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Locks—

DOOR LOCKS, LATCHES, &C.—

Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Brooklyn Latches.....50&10%
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Romer's Night Latches.....30&5%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 33 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Romer's.....35%
Stoddard Lock Co.....30@33⅓%
Yale.....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Eureka, Eagle Lock Co.....40&5%
Gem, Corbin's.....40&5%
Romer's Nos. 0 to 3½.....40&5%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....35%
Eagle.....35%

Mallets—

Sargent's List
Hickory.....50@35&10%
Lignumvitæ.....50@35&10%
Raw-Hide.....40&10%

Mattocks—

Regular list.....70@70&10%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$50	$60

Beef Shavers (Enterprise).....30%
Chadborn's Smoked Beef Cutter, ℔ doz $60.00
Dixon's.....℔ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	33	42
Each	$3	$2.50	$4	$6	$15

Hales Pattern ℔ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..℔ doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$73	$63

Miles' Challenge ℔ doz...45@45&10%

Nos.	1	2	3
	$23	$30	$40

Perfection.....net
Woodruff's ℔ doz.....33⅓%

Nos.	100	150
	$15	$18

Meat Juice Extractors—

Enterprise.....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ℔ lb..25c
No Name.....℔ lb..15c
Mystic.....℔ lb..10c
f. o. b. New York or Chicago.

Molasses Gates—

Enterprise.....20%

Mop Wringers—

Matchless (Canton, O.), ℔ doz.$13.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5. 0

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½%
Grand Crossing Tack Co. List:
Wire Brads.....85%
Wire Nails.....85%

PICTURE—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....℔ doz. $18.00..25&10&10%
Giant, No. 1, ℔ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....℔ doz $18.00, 20%
National.....℔ doz. $24.00, 40%
Pelican.....℔ doz $9.00, 15&10%
Scranton No. 2.....℔ doz. $10.00
Scranton No. 3.....℔ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point℔ gr.$12, 25%
Dunlap's.....20%
Humason's.....50&10%
Hunters' Cup Point Knurled..... ℔ gro. $10.00
Hunters' Cup Point, Plain..... ℔ gro. $9.00
Round, assorted.....℔ gr. $3.00@3.25
Square.....℔ gr. $4.00@$4.25

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ℔ gross $30.00..40%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20
Tapped.....50%

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Pocket Oilers.....℔ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10@10&5%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ℔ lb.....60
Rosy Red.....60
Extra Green Paper Wrapper, ℔ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 3⅜ to ⅝ at back, ⅛ to 5-16 edge ℔ lb:
Lily White.....90
Rosy Red.....90
Extra, same sizes as above.....80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ℔ lb..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
6x2, ℔ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1⅛ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ℔ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" 60%
"Excelsior" Self-Vulcanizing, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb..... 50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ℔ lb
Cotton Packing.....14c@15c ℔ lb
Italian Packing.....12c@14c ℔ lb
Jute.....6c@7c ℔ lb
Russian Packing.....13c@14c ℔ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....℔ doz $4.50
Baldwin.....℔ doz 5.00
Bonanza.....each 5.00
Daisy.....℔ doz 8.50
Dandy.....each 7.50
Eureka, 1888.....each 16.00
Family Bay State.....℔ doz 12.00
Favorite.....℔ doz 5.00
Gold Medal.....℔ doz 4.00
Ideal.....℔ doz 4.00
Improved Bay State.℔ dz..$27@30.00
Little Star.....℔ doz 4.00
Monarch.....℔ doz 13.50
New Lightning.....℔ doz 5.50
Oriole.....℔ doz 4.00
Penn.....℔ doz 3.00
Perfection.....℔ doz 4.00
Reading, 73.....℔ doz 4.00
Reading, 78.....℔ doz 7.00
Rocking Table.....℔ doz 5.50
Scott's Pat. Rotary, ℔ doz $15.00, 20%
Turntable.....℔ doz 4.50
Victor.....℔ doz 13.50
Waverly.....℔ doz 3.75
White Mountain.....℔ doz 4.00

POTATO—

Saratoga.....℔ doz 5.50
White Mountain.....℔ doz $4.50

Pencils—

Dixon's:
Carpenters'.....℔ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....℔ gro. 4.00@7.50
Lead.....℔ gro. 2 18@4.38
Lumber.....℔ gro. 6.87
Mascot, Hexagon.....℔ gro. 3.75
Mascot, Round.....℔ gro. 3.10

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10%
Bench, First Quality.....55%
Bench, Second Quality....60@60&10%
Fales Bench.....25%
C. E. Jennings & Co.....50&10%
Molding.....50%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
Davis's Iron Planes.....40@40&10%
Gage Tool Co.'s Self-Setting.....35%
C. E. Jennings & Co., Iron...50&10%
Meriden Mal. Iron Co.'s..40@40&10%
Sargent's.....60@60&10%
Siegley's:
Bench.....40%
Combination, each.....$4.50 net
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
Hinsdale.....35&10%
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....60&10%
L. & I. J. White.....30&5@35%

Pliers and Nippers—

Button's.....70@70&10%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ℔ doz. $12.00...35%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ℔ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ℔ doz $13.00 30&5%
Smith's Side Cutting.....25%
Stubs'.....30%
Swiss Pliers.....35%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....30%
Iron Levels.....35&10%
Disston's.....50%
Wm. Johnson's.....75%
Plumb Bobs.....40%
Pocket Levels.....70&10%
Stanley's.....75&10%
Stanley's Duplex.....35&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

J. P. Lovell's Police Goods.....25%
R. I. Tool Co., Handcuffs, $15.00 ℔ doz.....10%
R. I. Tool Co., Leg Irons, $25.00 ℔ doz.....10%
Tower & Lyon's.....35%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....℔ lb 8c
Joseph Dixon's.....℔ gro $5.75, 10%
Gem.....℔ gro $4.50, 10%
Lustro.....℔ gro $4.75
Rising Sun.....℔ gro $5.50@$5.75

Poppers, Corn—

Round or square,
1 qt., ℔ doz. $ .75; ℔ gr. $6.50 } 10@
1½ qt. ℔ doz. $ .85; ℔ gr. $8.00 } 15%
2 qt., ℔ doz. $1.15; ℔ gr. $12.00 }
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Kohler's:
Little Giant, No. 12...℔ doz. $12 00
Hercules, No 25.....℔ doz. $11.00
Invincible, No. 6.....℔ doz. $10.00
Pioneer, No. 714.....℔ doz. $ 9.00
Lock Lever, No. 20...℔ doz. $12.00
Universal, No. 49.....℔ doz. $14.00
New Champion, No.87 ℔ doz. $ 7.00
Iron Handle, No. 88...℔ doz. $ 6.00
Ryan's.....℔ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ℔ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...℔ doz $18.00, 25@35&10%
Disston's Pruning Hook.....℔ doz $12.00, 25@35&10%
Dunlap's Saw and Chisel....℔ doz $3.50, 20%
Henry's Pruning Shears ℔ doz. $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....℔ doz. $3 50
American, No. 33.....℔ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ℔ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....℔ doz $13.00, 35&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%

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Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $13.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades 75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 361, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 443, 3 in. Lift Pump.....$10.00
No. 103, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$80.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330. Fig. 493, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Avery's Revolving.....40%
Avery's Saw-Set and Punch. See Saw Sets.
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....55%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Rand's Centering Marking Tool..25%
Rice's Hand.....15%
Saddlers' or Drive, good ₱ doz..80@85%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

Barn Door, Light, In.	½	⅝	¾
Per 100 feet	$1.40	1.25	1.00

Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3½c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2½c
Lanes' O. N. T.....₱ 100 ft. $6.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 36c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot. 60&10&3½%

Rakes—

Cast Steel, Association goods. 75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.25@$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.35@$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $2.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&5.0%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Copper.....60&10&5@60&10&10%
Iron. American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....30%
Belt with burrs, tinned or copper ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..30&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....₱ doz. 60c net

Rope—

Cotton Rope, Best,
¼ in. and larger.....₱ ℔ 12 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 6½c
⅜ in.....₱ ℔ 7 c
¼ and 5-16 in.....₱ ℔ 7½c
Hay Rope, Med.....₱ ℔ 6½c
Sisal, ⅜ in.....₱ ℔ 6½c
¼ and 5-16 in.....₱ ℔ 6½c
7-16 in. & larger.....₱ ℔ 5½c
Med. L'th Y'rn.....₱ ℔ 5½c
Hay Rope.....₱ ℔ 5½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....30&10&10&10%
Ivory.....50&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4½@5c
Chinese Sad.....3¼@3½c
Colebrookdale Iron Co.:
Crown, Improved Pol, ₱ doz. $6.50
Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz. $3.50
No. E 60, nichel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz. $9.30
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6.80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers. ₱ doz.....$2.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Pol.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 30@34c

Safety Lifts—

Burr Mfg. Co., Steel.....50&30%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 13½c@14c
Common.....₱ ℔ 8½c@9c
Common Russia Sash.₱ ℔ 12½c@13c
India Hemp Sash.....₱ ℔ 9½c@10c
Jute, good quality.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....34c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 55c
Silver Lake:
A Quality, Drab..₱ ℔ 55c. 35@40%
A Quality, White, ₱ ℔ 50c. 35@40%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₱ ℔ 21c@30c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10&10%
Sash Lifts Flush.....70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Corbin's Daisy, '95 list.....40@45%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97. 65%
Hammond's Window Springs, A 50&10%
Hammond's Window Springs, B..50%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished..₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $33.00: No. 5, $31.00.....40&30%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain....$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93. 60&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&5&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $12.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Wm. Johnson's:
135 A.....70&10%
135¼ Extra.....70%
138 Ebonized Handle.....70%
141¼.....75%
142 Ebonized Handle.....70%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40.....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
Screw-Driver Bits, Parr's ₱ gro. $4.25
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles. 70&10%
No. 66.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C. T. Williamson Wire Novelty Co. 40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....87½&10%
Brass, Round Head.....35%
Bronze, Flat Head.....35&10%
Bronze, Round Head.....35%
Copper, Flat Head.....35%
Copper, Round Head.....30%
Dowel Screws.....35%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....35%

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Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head.....77½%
Phosphor Bronze, Flat Head.....80%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—
Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₱ doz $3.00@3.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1891. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....30&10%
Tin Snips.....45%

Sheaves—

SLIDING DOOR—
Corbin's list.....30&10&2½
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892. 50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....30&10@60&10&5%
R. & E., list August 15, 1895. 30&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2½

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shoes, Horse, Mule, &c.—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₱ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₱ lb 4c
W. & B. Rubber Pad....₱ set, $2.50

MULE—
Add 50c ₱ keg to above prices.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel.....10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Slicers—

Vegetable, Enterprise.....25%

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....35%
Cookeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....60&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33½%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33½&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue
"B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....30&10 @30&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33½&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2½%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....90&20%
S.S.....
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—
Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks.₱ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " 1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
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8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&5%
Snips, J. Mallinson & Co.....33½%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&5%

Tobacco Cutters—

National Specialty Co.....40%

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33½%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$5.25
Double Rail Steel Track complete with clamps, ₱ ft.....09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.00
Hanging Hooks for Double Steel Track, ₱ doz.....60
Hanging Hooks for Single Steel Track, ₱ doz.....60
Hanging Hooks for Wood Track, 10 in. ₱ doz.....45
Hanging Hooks for Wood Track, 14 in., ₱ doz.....55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz.....45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $13.00
New Myers Iron Rod Car....$3.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₱ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₱ ft.....09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₱ doz.....45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent.....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3, 3½ and 304.....₱ 100, $13.00
Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

GAME—
Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5@10&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—
Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₱ doz. 65c
Improved Rat.....₱ gross, $12.50
New Rat.....₱ gross, $12.50
Mouse, Bonanza.....₱ doz 90c@$1.00
Mouse, Catch-'em-Alive ₱ doz $3.50.15%
Mouse, Delusion.....40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire. ₱ doz $1.50.10%
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro., $15.00; No. 2 ₱ gro., $15.00

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Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz....$15.00
Yankee Mouse Trap, ₱ doz.. $5.50
Yankee Rat Trap, ₱ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₱ gro., $4.50
Snap Shot, 4-Hole....₱ gro., $6.50

FLY-

Balloon, ₱ doz $1.25.....₱ gr. $13.50
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Globe.....₱ doz., $1.25; ₱ gr. $13.50
Harper....₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@35&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
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Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
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Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector.70&10%

WINDOW—

Pancoast's "Common Sense," ₱ doz. $9.00

Vises—

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Combination.....50%
Plain and Hinge.....60%
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Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....30%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

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Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
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Lane's Steel 30%

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Axtell, Lacquered, 42 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 42 in. ₱ doz. $15.00

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Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Mirrors—

Bayer & Co.'s..... ₱ doz. $24.00 net

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....60%

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Bright Wire Goods, Standard list 85&10&1⅓@90&1⅓%
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
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Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
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Galv., Nos. 0 to 18.....80@80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10@80%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₱ lb.....60@70c
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Wire Rope Clips—

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In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

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Oils—

Linseed, City, Raw, in barrels..₱ gallon.....43c
Linseed, City, Boiled, in barrels ₱ gallon.....45c
Out of Town on Spot..₱ gal.....43c
Calcutta, Raw, in bbls....₱ gal. 54c
Lard, Prime City.....₱ gal. 47@48c
Western, Prime.....45@46c
Extra, No. 1.....37c
No. 1.....32@33c

Paints and Colors—

Barytes, Foreign, ₱ ton, $18.00@$20.00
Barytes, American Floated, ₱ ton $32.50@$35.00
Barytes, Crude ₱ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₱ lb.....5c
White Lead, American, in Oil, ₱ lb.....5½@6c
White Lead, Foreign, in Oil, ₱ lb 8@8½c
Litharge, Kegs, ₱ lb.....5½c
Zinc, American, Dry, ₱ lb....4@4½c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....31@—c
In machine bbls.....30½@—c

Dry Colors—

Blue, Chinese	₱ lb	30	@35
Blue, Prussian	₱ lb	29	@33
Blue, Ultramarine	₱ lb	6	@25
Sienna, Italian, burnt & powdered	₱ lb	4½@10	c
Sienna, Italian, raw & powdered	₱ lb	3	@4½c
Umber, Turkey, burnt	₱ lb	2½@3½	c
Umber, Turkey, raw	₱ lb	2½@3	c
Green, Chrome, Ordinary	₱ lb	4	@12 c
Green, Paris, in bulk	₱ lb	13½@15½	c
Indian Red, American	₱ lb	2½@3	c
Indian Red, English	₱ lb	4½@5½	

Colors in Oil—

Black Coach Japan	₱ lb	18½@20	
Black Coach Japan, in Oil	₱ lb	12	@13 c
Black Drop	₱ lb	7	@10 c
Black Lampblack, Best	₱ lb	13	@15 c
Black Lampblack, common	₱ lb	7	@10 c
Blue, Chinese	₱ lb	35	@40 c
Blue, Prussian	₱ lb	25	@35 c
Blue, Ultramarine	₱ lb	16	@21 c
Sienna, burnt	₱ lb	8	@12 c
Sienna, raw	₱ lb	7	@10 c
Umber, burnt	₱ lb	7	@10 c
Umber raw	₱ lb	6	@10 c
Brown, Vandyke	₱ lb	7	@12 c

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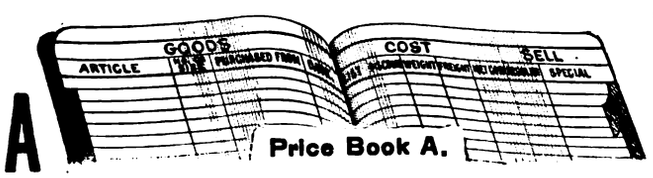
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

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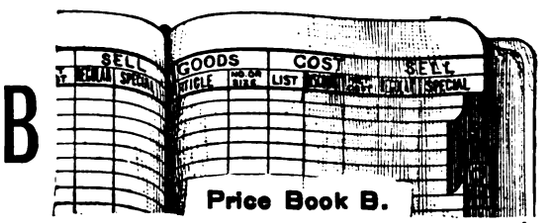


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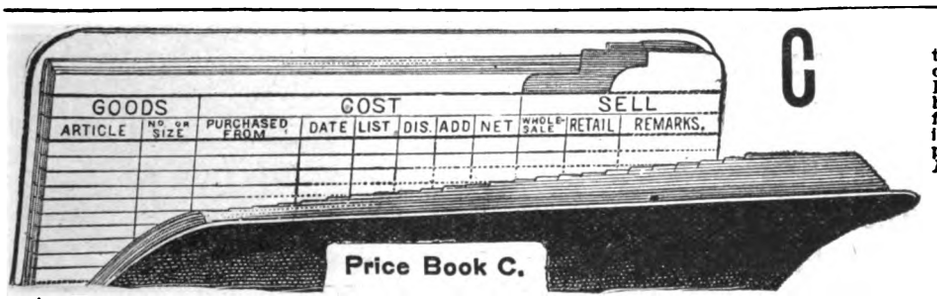


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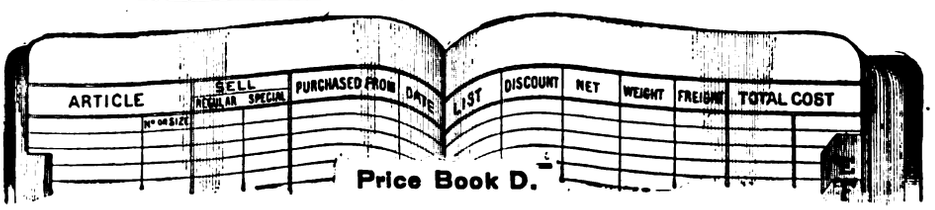
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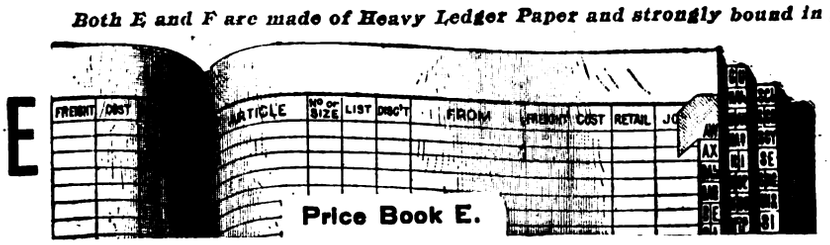
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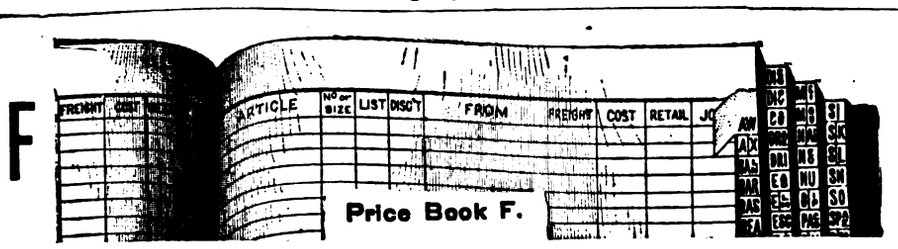


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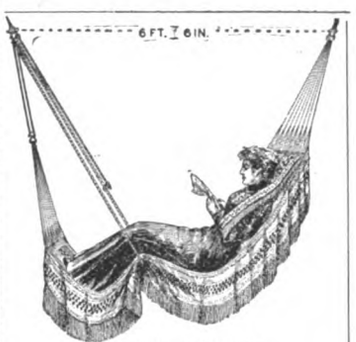
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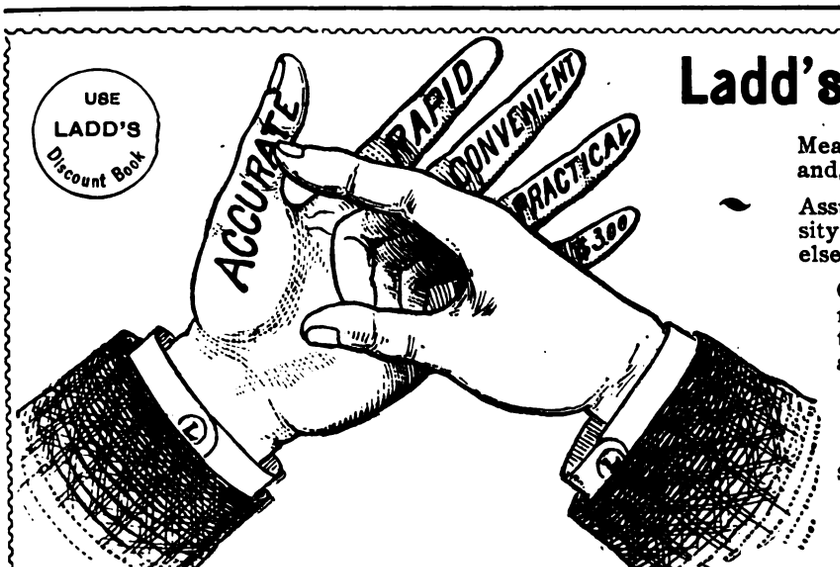
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F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti-Rattler.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Architectural Iron Works.
Berlin Iron Bridge Co., East Berlin, Conn.

Arms and Ammunition.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport Conn.
U. S. Smokeless Powder Co., Batavia, N. Y.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Bristol Bell Co., Bristol, Conn.
J. Doughty & Co., Philadelphia.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
New Departure Bell Co., Bristol, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting Co., Newark, N. J.
See Rubber Belting.

Bench Steps.
Charles Morrill, New York.

Bicycle Stands.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Aluminum Sign & Novelty Co., Columbus, Ohio.
Ames & Frost Co., Chicago.
Bristol Bell Co., Bristol, Conn.
Geo. H. Clowes Mfg. Co., Waterbury, Conn.
Codling Mfg. Co., Bristol, Conn.
Cushman & Denison, New York.
J. Doughty & Co., Philadelphia.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Graham-Woodward Equip't Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros., Poughkeepsie, N. Y.
Edward Miller & Co., Meriden, Conn.
Miller & Van Winkle, Brooklyn, N. Y.
New Departure Bell Co., Bristol, Conn.
New York Belting & Packing Co., Ltd., New York.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Pope Tube Co., Hartford, Ct.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Speirs Mfg. Co., Worcester, Mass.
Standard Tool Co., Cleveland, O.
Chas. J. Stebbins, New York.
Union Heater Supply Co., Detroit, Mich.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Franklin S. Miles, Philadelphia.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Bone Black.
Geo. F. Taylor's Sons, New York.

Box Straps.
De Haven Mfg. C., Brooklyn, N. Y.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
John N. Hager, Ft. Atkinson, Wis.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
C. H. Angus, Albany, N. Y.
Magnolia Metal Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Brass, Manufacturers.
Waterbury Brass Co., New York

Brass, Perforated.
Harrington & King Perforating Co., Chicago.

Brazing Machines.
Union Heater Supply Co., Detroit, Mich.

Bridges.
Berlin Iron Bridge Co., East Berlin, Conn.

Brushes.
Buchel Brush Novelty Co., New Orleans, La.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggy Canopies.
Sprague Umbrella Co., Norwalk, Ohio.

Builders' Hardware.
Norwalk Lock Co., South Norwalk, Conn.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
J. T. Slocomb & Co., Providence, R. I.

Can Openers.
F. J. Hall Co., Wallingford, Conn.

Canopies and Fixtures.
I. E. Palmer, Middletown, Conn.

Car Scalers.
Charles Morrill, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carpet Stretchers.
R. W. Montross, Galien, Mich.

Carving Tools.
Hammacher, Schlemmer & Co., New York.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton, Clarke Co., New York.

Castings.
Aluminum Sign & Novelty Co., Columbus, Ohio.
C. H. Angus, Albany, N. Y.

Cement.
New York Belting & Packing Co., Ltd., New York.
P. H. Starr, Norwalk, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

Chucks.
Detroit Twist Drill Co., Detroit, Mich.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Clamps.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Cleavers.
John Chatillon & Sons, New York.
Lancaster Machine & Knife Wks., Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clock Springs.
Wallace Barnes, Bristol, Conn.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Dryer.
Hill Dryer Co., Worcester, Mass.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Cresting.
E. T. Barnum, Detroit, Mich.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co, Antrim, N. H.
Hammacher, Schlemmer & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Patterson, Harral & Gray, N. Y.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Display Brackets.

John N. Hager, Ft. Atkinson, Wis.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.
Whitman & Barnes Mfg. Co., New York, Cincinnati, Chicago, Kansas City.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Presses.

Miner & Peck Mfg. Co., New Haven, Conn.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Holyoke, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery.

Hanson & Van Winkle Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.

New York Belting & Packing Co., Ltd., New York.
Norton Emery Wheel Co., Worcester, Mass.
Sterling Emery Wheel Co., Tiffin, Ohio.

Enamel.

Chas. H. Gillespie & Sons, Jersey City, N. J., Glasgow, Scotland.

Enameline.

J. L. Prescott Co., New York.

Enameling Ovens.

Union Heater Supply Co., Detroit, Mich.

Envelope and Stamp Lubricators

Pelouse Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Faucets.

Boston & Lockport Block Co., Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Baker Mfg. Co., Allegheny, Pa.
E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co. New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fly Killer.

J. F. Bigelow, Worcester, Mass.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furnaces.

Union Heater Supply Co., Detroit, Mich.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.

Gas Stoves.

Monarch Stove Co., Mansfield, O.

Gate, Latch and Hinge.

Burr & Houston Co., Brooklyn, N. Y.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

H. H. Mayhew Co., Shelburne Falls, Mass.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.
J. D. Johnston, Newport, R. I.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.

Hammers.

Berger Bros. Co., Philadelphia.
R. W. Montross, Galien, Mich.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Hammocks.

I. E. Palmer, Middletown, Conn.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers, Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton, Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Buchel Brush Novelty Co., New Orleans, La.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Edgar Mfg. Co., Reading, Mass.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.
Hammacher, Schlemmer & Co., New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia.
H. H. Mayhew Co., Shelburne Falls, Mass.
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Patterson, Harral & Gray, N. Y.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Specialty Novelty Co., Lancaster Pa.
Surpless, Dunn & Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
T. F. Welch & Co., Boston.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
S. W. Owen Co., Norwalk, Ohio.
Plume & Atwood Mfg. Co, New York.

Hinges.

Bommer Bros., New York.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
Putnam Nail Co. Neponset, Mass.

Horse Shoes.

Bryden Horse Shoe Co., Catasauqua, Pa.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Ordner Mfg. Co., Cleveland, Ohio.

Hose Pipe.

John W. Buckley, New York.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

John W. Buckley, New York
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Parker Ice Tool Co., Worcester, Mass.

Ice Cream Freezers.

John H. Graham & Co., N. Y.

Insurance.

Mutual Life Insurance Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Chimneys.

Parish & Unger, New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.
Ordner Mfg. Co., Cleveland, Ohio.
Philadelphia Lawn Mower Co., Philadelphia.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton, Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, O.
Rufus E. Eggleston, New York, Philadelphia, Chicago.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
J. K. Williams, Akron, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Mechanical Rubber Goods.

New York Belting & Packing Co., Ltd., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Mosquito Netting.

I. E. Palmer, Middletown, Conn.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.
J. K. Williams, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nutmeg Graters.

Edgar Mfg. Co., Reading, Mass.

Nuts.

Walter W. Woodruff & Sons, Mount Carmel, Conn.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Ovens.

Monarch Stove Co., Mansfield, O.
Union Heater Supply Co., Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mf. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pleasure Wheels.

Strobel Mfg. Co., Marion, Ohio.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Police Equipments.

Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.

Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont, de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
I. E. Palmer, Middletown, Conn.
Queen Sash Balance Co., New York.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Union Heater Supply Co., Detroit, Mich.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Monarch Stove Co., Mansfield,
Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

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Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

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John Sommer's Son, Newark, N. J.

Registers.

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Root Bros. Co., Plymouth, Ohio.

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Bruce & Cook, New York.
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Union Hardware Co., Torrington Conn., and New York.

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L. D. Berger, Philadelphia.

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Berlin Iron Bridge Co., East Berlin, Conn.

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New York Belting & Packing Co. Ltd., New York.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

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Tower & Lyon, New York.

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H. B. Ives & Co., New Haven, Ct.
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Charles Morrill, New York.

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James F. Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

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Harrington & King Perforating Co., Chicago.

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Harrington & King Perforating Co., Chicago.

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Edward Darby & Sons, Philadelphia.
Sickels & Nutting Co., New York.

Screws.

Franklin S. Miles, Philadelphia.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

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Holroyd & Co., Waterford, N. Y.

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Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.

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Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

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J. Wiss & Sons, Newark, N. J.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.

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Waterbury Brass Co., New York.

Sheet Steel.

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Henry H. Sheip & Co., Philadelphia

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John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

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Holmes & Edwards Silver Co., Bridgeport Conn.
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Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

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Enterprise Mfg. Co. of Philadelphia, Philadelphia.

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Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

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Underhill, Clinch & Co., New York.

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Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

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Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
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Dunbar Bros., Bristol, Conn.
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New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

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Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

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Sargent & Co., New York.
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E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Clark & Cowles, Plainville, Conn.
Cleveland Machine Screw Co., Cleveland, Ohio.

Staples.

Walter W. Woodruff & Sons, Mount Carmel, Conn.

Statuary.

E. T. Barnum, Detroit, Mich.

Steel Goods.

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.

Harrington & King Perforating Co., Chicago.

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Bicycle Step Ladder Co., Chicago.

Steeks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Stoves.

Edward Miller & Co., Meriden, Conn.
Monarch Stove Co., Mansfield, O.
Phillips & Clark Stove Co., Geneva, N. Y.
Plume & Atwood Mfg. Co., New York.

Stove Mittens.

Diamond Hardware Co., Boston.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.

Structural Iron Work.

Berlin Iron Bridge Co., East Berlin, Conn.

Swings.

Dain Mfg. Co., Carrollton, Mo.
Strobel Mfg. Co., Marion, Ohio.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn

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Tin.

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Bruce & Cook, New York.

Tin, Perforated.

Harrington & King Perforating Co., Chicago.

Tin-Plate.

Bruce & Cook, New York.

Tires Rubber.

New York Belting & Packing Co., New York.
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Toilet Paper.

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Tools.

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Coes Wrench Co., Worcester, Mass.
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Detroit Twist Drill Co., Detroit, Mich.
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Holroyd & Co., Waterford, N. Y.
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Traps.

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Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

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C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

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Boston & Lockport Block Co., Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

C. T. Williamson Wire Novelty Co., Newark, N. J.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
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Varnishes.

Chas. H. Gillespie & Sons, Jersey City, N. J., Glasgow, Scotland.

Vases, Flower.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Pancoast Ventilator Co, Inc., Philadelphia.

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Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
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Lane Brothers, Poughkeepsie, N. Y.

Wagon Umbrellas.

Sprague Umbrella Co., Norwalk, Ohio.

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Harrington & King Perforating Co., Chicago.

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Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.

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Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

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Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

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Fuller Bros. & Co., New York.
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T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Edward Darby & Sons, Philadelphia.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Fuller Bros. & Co., New York.
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Edward Darby & Sons, Philadelphia.

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John Sommer's Son, Newark, N.J.

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Best Wrench Co., Chicago.
Coes Wrench Co., Worcester, Mass.
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John H. Graham & Co., New York.
F. E. Myers & Bro, Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.
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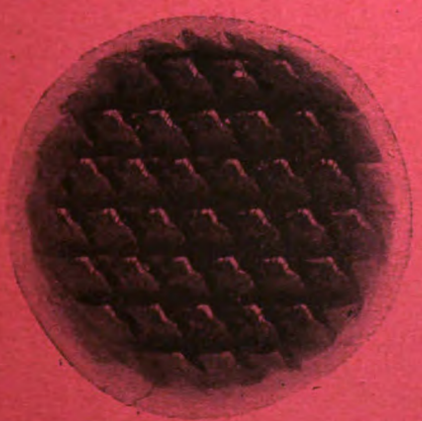
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Teeth

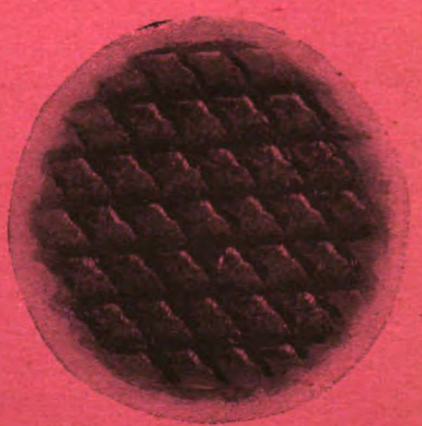
are the important parts of a file. Of course the material must be good and the temper right; but take two or three makes of files, equal in other respects, and the one with the BEST TEETH does the most work.

And what are the best teeth?

For many years English hand cut files were beyond question the best. They also cost twice what machine cut files did, but in spite of this fact they were used by those who believed that the best was the cheapest in the end. As nearly every mechanic knows, the peculiarity of a hand cut file is the uneven



HAND-CUT FILE MAGNIFIED FIVE TIMES.



ARCADE INCREMENT-CUT FILE MAGNIFIED FIVE TIMES.

spacing of the teeth, which for some reason never discovered, take hold of a metal better than a machine cut, the latter being by the very process of manufacture evenly spaced.

The Weed Increment Cut, used on all Arcade Files, produces teeth which cannot be distinguished, either in appearance or in work, from hand cut, and which have been mistaken for hand cut by workmen when the mark was erased, and used as such.

Won't it pay you to use **the best** in your work when the best costs no more than the next best? Then let us send you a sample order of Arcade files to try. They will cost you nothing unless they cut better and wear longer than any other file in the market.

The Arcade File Works,

New York: 97 Chambers St.

Works: Anderson, Ind.

Chicago: 118 Lake St.

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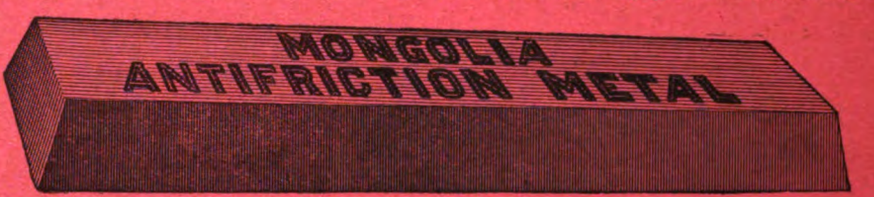


IMPORTANT INJUNCTION DECISION.



We beg to inform users of bearing metals and the trade generally that on the 20th of April, 1898, in the United States Circuit Court for the Southern District of New York, before the honorable William J. Wallace, Circuit Judge, we secured a PERMANENT INJUNCTION against Benjamin and Moses Lowenstein, trading as B. Lowenstein & Brother and as the Nassau Smelting & Refining Co., New York, restraining them from offering for sale or advertising "MONGOLIA ANTI-FRICTION METAL."

This is a fac-simile of the bar of metal which was being put out by this firm:



The following is an extract from the decree of Judge Wallace, which speaks for itself:

"ORDERED, ADJUDGED and DECREED That the complainant, the Magnolia Metal Company, is the owner of a good and valid trade-mark consisting of the word 'Magnolia' as applied to anti-friction metals and alloys made and sold by it and is entitled to the sole and exclusive use thereof, and that the defendants, Benjamin Lowenstein and Moses Lowenstein (trading as the Nassau Smelting & Refining Co.) have by the use of the word 'MONGOLIA' upon anti friction metal made and sold by them, violated and infringed upon the exclusive rights of the complainant, in the premises and it is further ORDERED, ADJUDGED AND DECREED that the defendants, Benjamin Lowenstein and Moses Lowenstein, and each of them, their and each of their attorneys, agents, servants, clerks, salesmen and employees and each of them, and all persons acting under them or their authority, be and they hereby are PERPETUALLY ENJOINED AND RESTRAINED from infringing the complainant's said trade mark and rights; and FROM MARKING, DESIGNATING OR ADVERTISING an anti-friction or other like alloy or metal as 'MONGOLIA,' and from using on any alloy or metal for anti-friction or like purposes or in conjuncture with manufacture or sale thereof the word 'MONGOLIA' or any other word calculated to deceive the public by a like close imitation of the complainant's trade mark 'MAGNOLIA,' and it is further ORDERED, ADJUDGED AND DECREED that the complainant recover from the said defendants as well the damage sustained in or by reason of said infringement as the profits, gains and saving made or realized by the defendants thereby."

BEWARE OF FRAUDULENT IMITATIONS.

The great success of Magnolia Metal as a journal bearing for all classes of mechanical work has caused numerous competitors and rivals during the past 12 years since Magnolia Metal was first put on the market, to offer imitations of Magnolia Metal, claiming them to be "the same as Magnolia Metal," "as good as Magnolia Metal," etc., etc. We have investigated a number of such cases that have come under our notice and have invariably found them to be frauds, and believing that few people countenance such methods or practices, we desire once more to warn users of babbitt metal and dealers generally to beware of all such attempts and fraudulent imitations of Magnolia Metal which are not only an injustice to us but also to the party who may be thus imposed upon.

BE SURE THAT YOU GET GENUINE MAGNOLIA METAL.

Magnolia Metal is made up in bars of which this is a fac-simile;



the NAME and TRADE MARK appear on each box and bar, and besides this the words "Patented June 3, 1890," and "Manufactured in U. S.," are stamped upon the under side of each bar.

MAGNOLIA METAL is for sale by Hardware and Mill Supply Dealers generally throughout the United States and Canada and by special selling agents at all principal distributing points throughout the world.



MAGNOLIA METAL CO.,



Owners and Sole Manufacturers,

266-267 WEST STREET, NEW YORK.

59-60-61 Traders' Building, CHICAGO.
49 Queen Victoria St., LONDON, E. C.

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CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

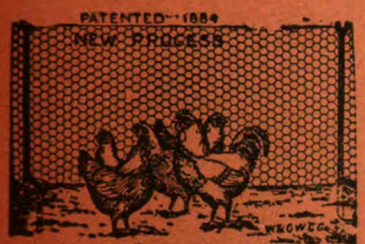
WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

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WESTERN BRANCH, CHICAGO. ILL.

S. H. HARMAN, BLOOMSBURG, PA.

MANUFACTURER OF . . .

Curry Combs and Sheet Metal Goods. . .
Solid Steel Spout Machine Oilers and Roller Skates.



It will pay to write us for samples and prices.

SURPLESS, DUNN & CO.,
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55 Warren St., NEW YORK.

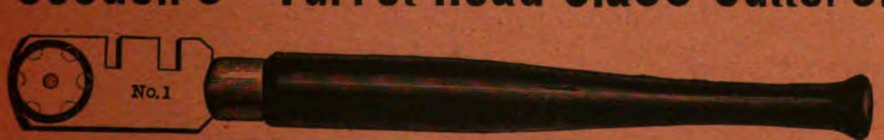






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· HEAVY MINING BRASS, COPPER, STEEL & IRON WIRE CLOTH ·
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SIX CUTTERS. Carefully Hardened, Ground and Tested before mounting. Nickeled Frame, Rosewood Finish Handle.

H. H. Mayhew Co., *Shelburne Falls, Mass., U. S. A.*

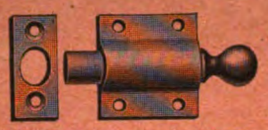
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SEND IN YOUR ORDERS — WILL BE GLAD TO MAKE PRICES LOW
SPECIAL FACILITIES FOR MAKING MODELS
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GALVANIZED
Chain Pump Tubing.

. . . . Better than wood tubing because clean, wholesome, light and indestructible. In lengths of 4, 5, 6, 7, 8, 9 and 10 feet. Write us for sample and prices.

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Quincy, Ill.

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Window Hardware Specialties.



Leaders with the Hardware Trade.
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Automatic Lifters, &c.
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AUTOMATIC
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IT LOCKS
as the window is closed.
No springs. Write for
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MANUFACTURERS OF
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Correspondence Solicited. Discounts Quoted.

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JOHN SOMMERS BEST I. X. L.
BEARS THIS TRADE MARK.
IT HAS NO EQUAL FOR THE PRICE.
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CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

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BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.

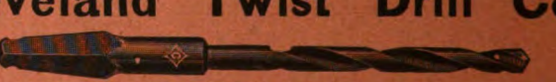


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SPRING HINGES
ARE THE BEST
"PRACTICALLY UNBREAKABLE"
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MADE OF WROUGHT STEEL, BRONZE & BRASS
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GEM SPRING HINGES

TWENTY YEARS OF SUCCESS.

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ALL NEWS.

HARDWARE

HARDWARE EXCLUSIVE

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XVII. No. 4. New York, May 25, 1898. $1.00 A YEAR.



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Ten Leading Governments

Best Anti-Friction Metal for all Machinery Bearings.

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MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

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ATLAS COAT AND HAT HOOK.

BRADLEY SHELF BRACKET.

Strongest and Lightest. Low in price. Handsome. Send for sample.

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Send for prices.

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SCALES

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SAMPLE WEIGHING SCALES, Carefully tested before being packed for shipment. Weigh 1 lb. by tenths of grain, or ten-thousandths of a pound, as desired. . . . .

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The Modern **Stove Polish**

Proves that dealers are friendly to it, and that consumers will accept no substitute for ENAMELINE. Why? Because it's

THE BEST!

SPORTSMEN WILL INQUIRE FOR



REMINGTON GUNS,

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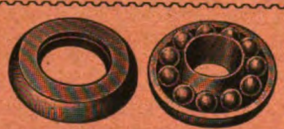
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WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 34.

S. S. Patterson. Francis Harral. Walter R. Gray

THE LEADING JOBBERS OF BARGAINS.

Patterson, Harral & Gray,

Specialties from Auction in

HARDWARE, CUTLERY

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BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

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HIGH GRADE RUBBER GOODS.



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BELTING, PACKING, TUBING, SPRINGS, VALVES, GASKETS, MATS, MATTING, HOSE.

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TEMPERED STEEL WIRE



MACHINERY SPRINGS

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Ask for the **L'Hommedieu Brand.** L'Hommedieu was the founder of the Ship Auger industry in this country. Sold by the trade generally or

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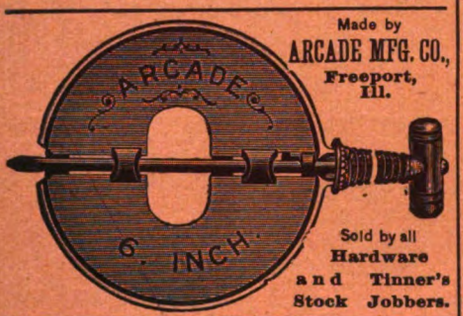
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CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.



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Sold by all
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ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

EST. 1889 EST. 1889

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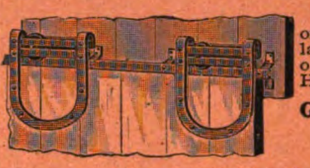
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DOOR HANGERS.



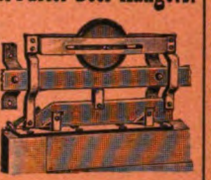
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All run on Same Rail.
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Buffing · Wheels,

Large variety, adapted to every class of work.

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The finest in the world.

We are the largest manufacturers of Buffs in the United States. . . .

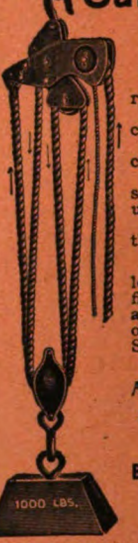
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Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES,
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Adopted by the Penna. R.R. Co.

Send for circulars and prices.

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IMITATING THE

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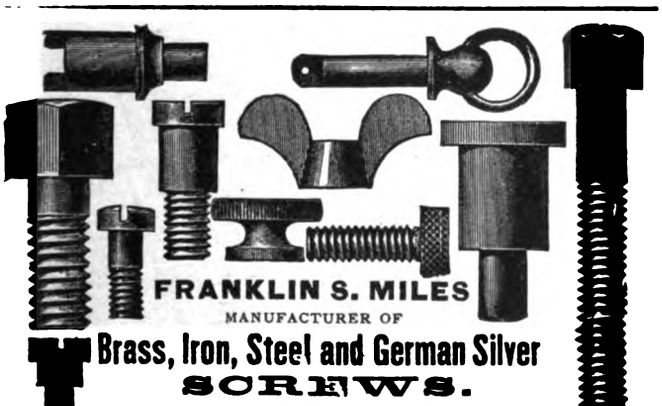
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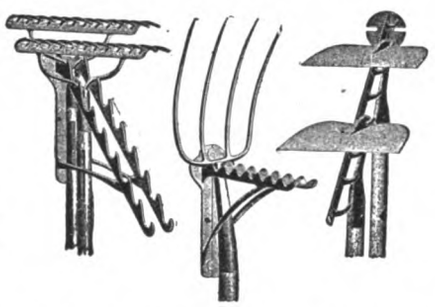
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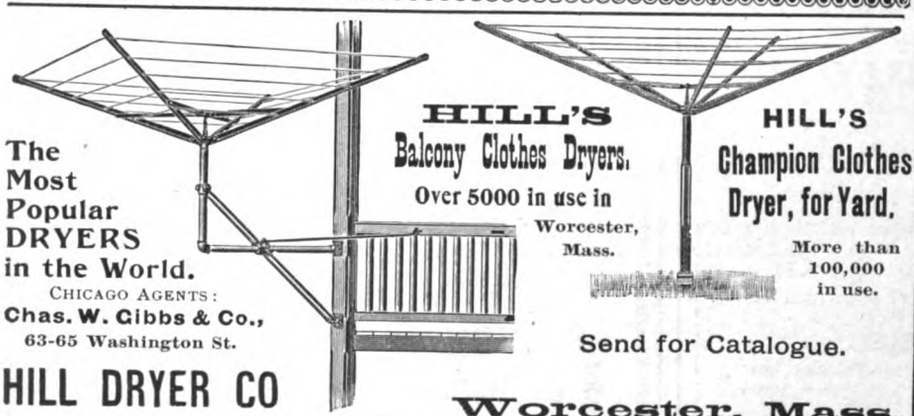
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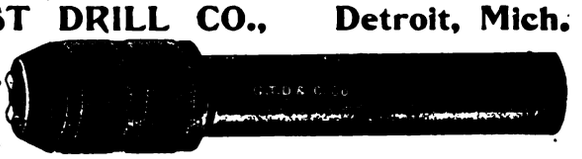


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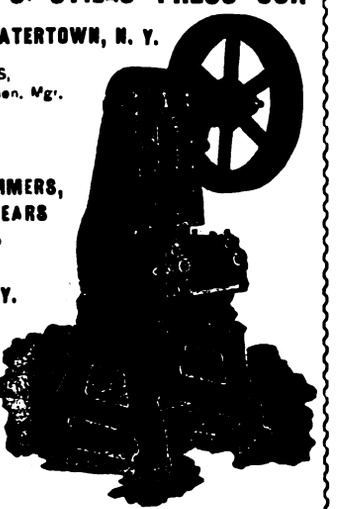


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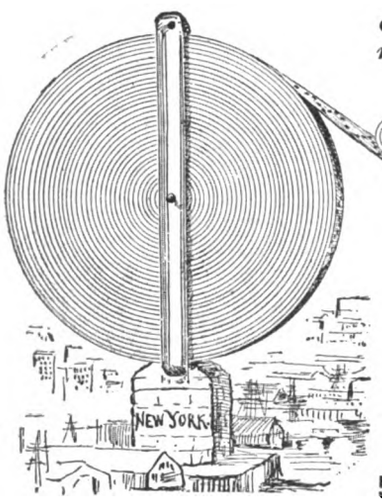
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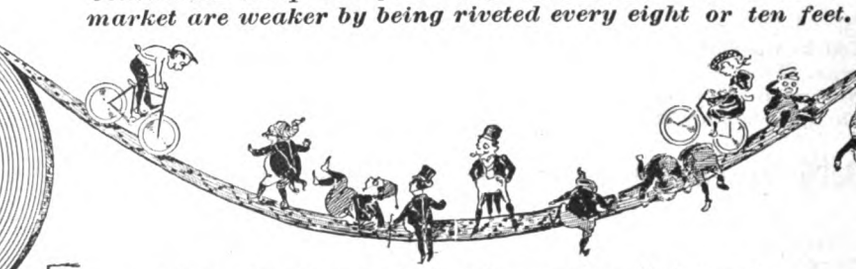
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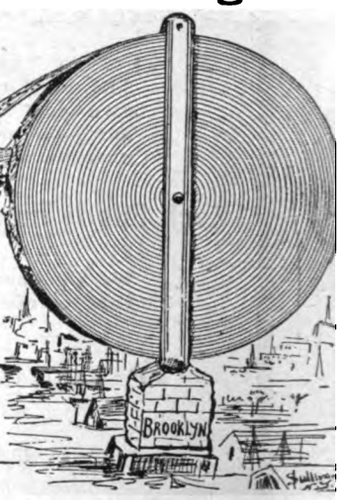
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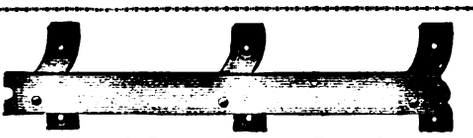
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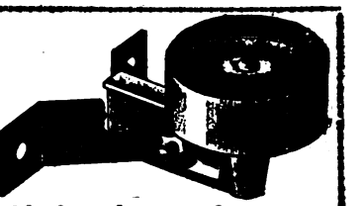


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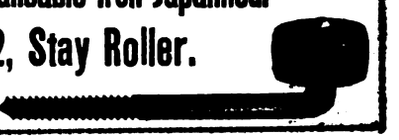
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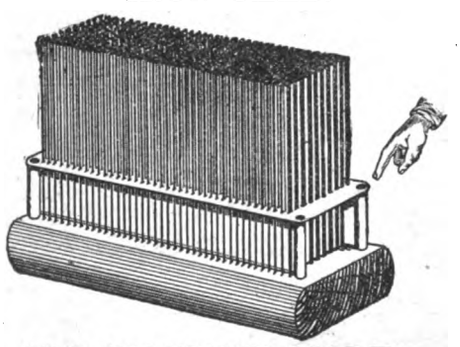


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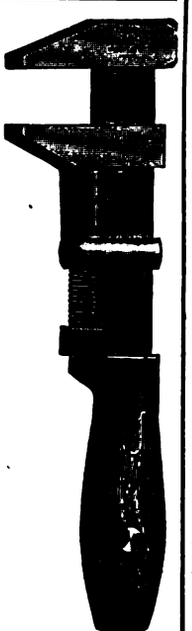
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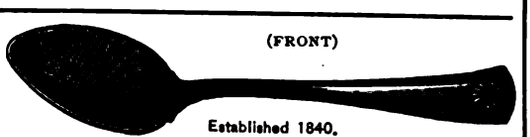
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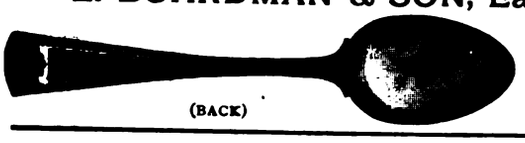
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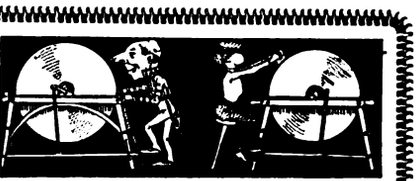
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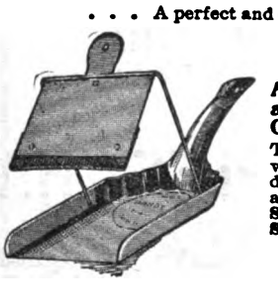
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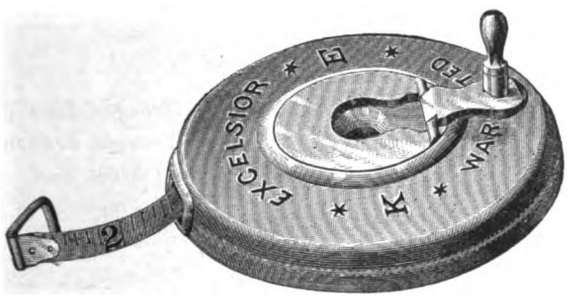
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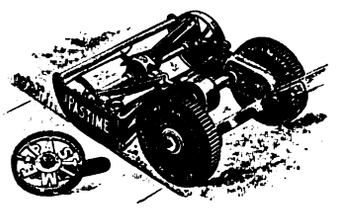


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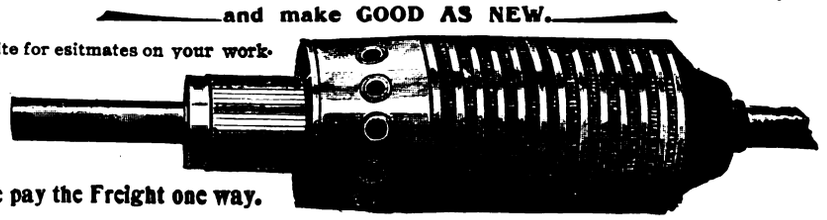
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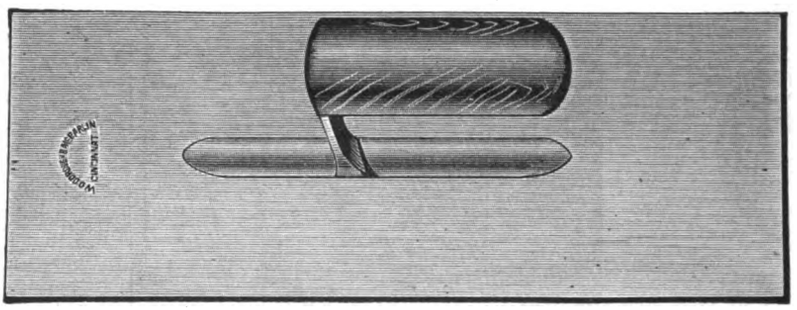


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All Finishes.

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READING HARDWARE COMPANY,

New York, Phila., Chicago.

Factories, READING, PA.

THE NEW "PERFECTION" HALTER CHAINS.



These chains are not readily distinguished from the German Welded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts. . . . . .

WE MAKE THE BEST SASH CHAIN—THE "MONARCH."

THE BRIDGEPORT CHAIN COMPANY, Manufacturers, BRIDGEPORT, CONN.



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Hair Clippers

ALL KINDS UNDER THE

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Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

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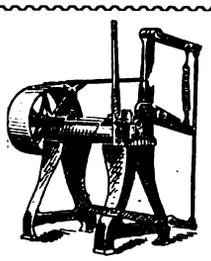
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MANUFACTURERS OF

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CUTTING and WELDING machines,
POWER TRANSMISSION, Pulleys, Shafting, Gearing Boxes, Collars, etc., etc.

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Do You Manufacture WIRE or SHEET METAL GOODS?

If so, you need the latest up-to-date

AUTOMATIC MACHINERY.

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IS A GOOD ONE.

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AS A NIPPLE AND ALLIGATOR WRENCH.



AS A SCREWDRIVER.

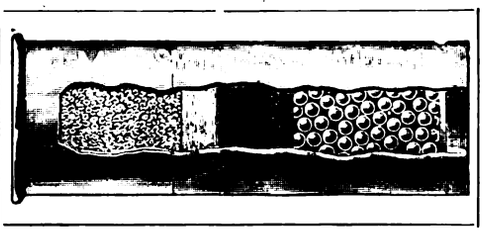
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Case Hardened.
Nickel Plated.
Good as can be made.
Weight, 4½ ozs.
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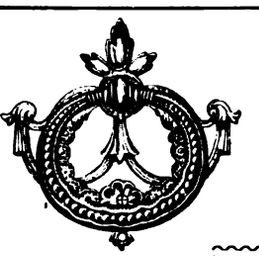
IS TOO GOOD TO KEEP.



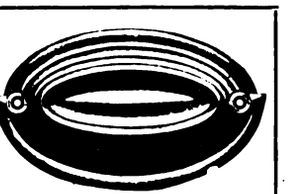
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LOADED SHELLS AND CARTRIDGES
Will Empty Your Shelves Before You Know It.

Write for Complete Catalogue and Try the Experiment.

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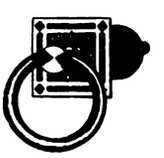

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MANUFACTURERS OF . . .
Brass Trimmings for Furniture and Interior Cabinet Work,
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Brass Ferrules and Curtain Rings.

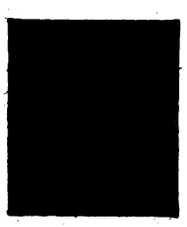

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Burns any fuel, expansion and contraction provided against, consequently indestructible. By our patent flue construction heat passes three times and water four times the length of heater, making it the most rapid circulator on earth. One man builds it in 10 hours—evidence of simplicity. Will arrange for its manufacture on royalty. It's the only heating system furnishing Hot Water for Domestic use. . . . .

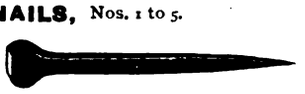
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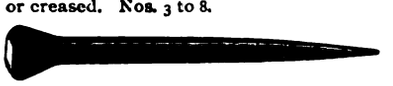
Rubber Machinery

TURF NAILS, Nos. 1 to 5.

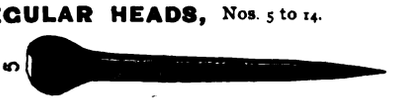


A POPULAR SYSTEM

FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



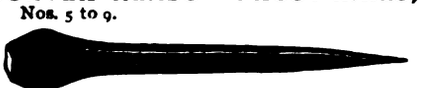
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CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

The high quality of the Putnam Nail makes it an easy seller at present prices.

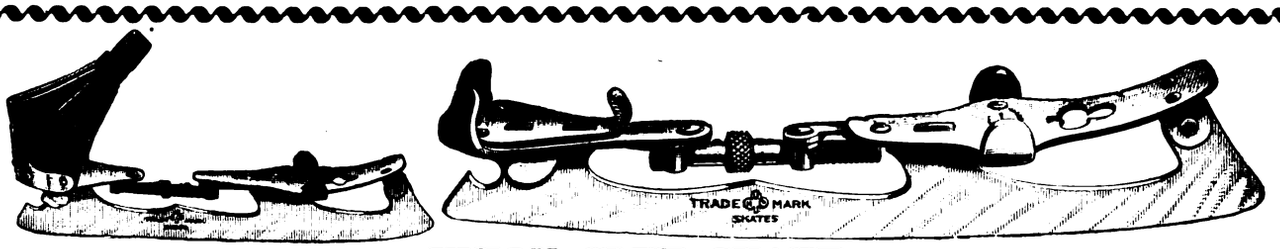
Trade correspondence solicited.

For terms and discounts address

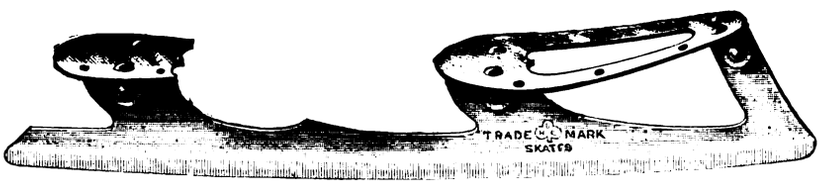
PUTNAM NAIL CO.,

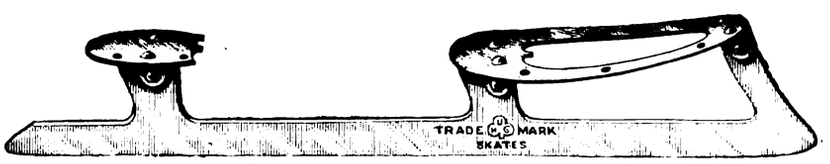
Boston, Mass.
Or 235 Lake St., Chicago, Ill.
Or 12-14 Drum St., San Francisco, Cal.

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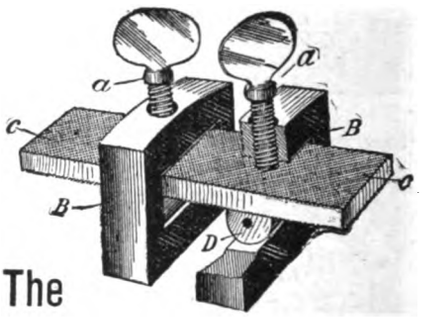


UNION CLUB SKATE.

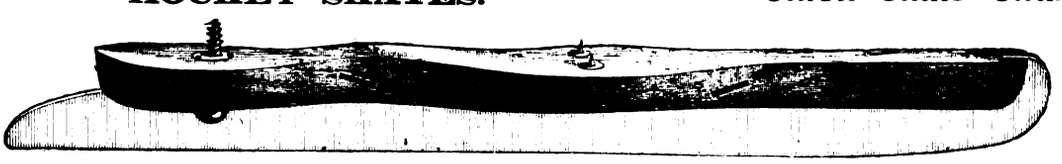




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The Union Skate Sharpener.



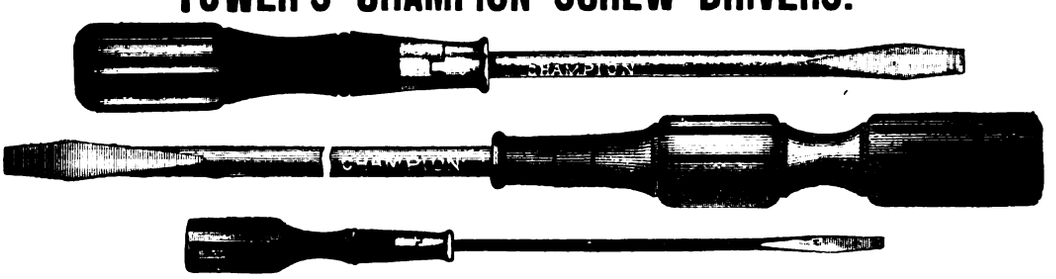
DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

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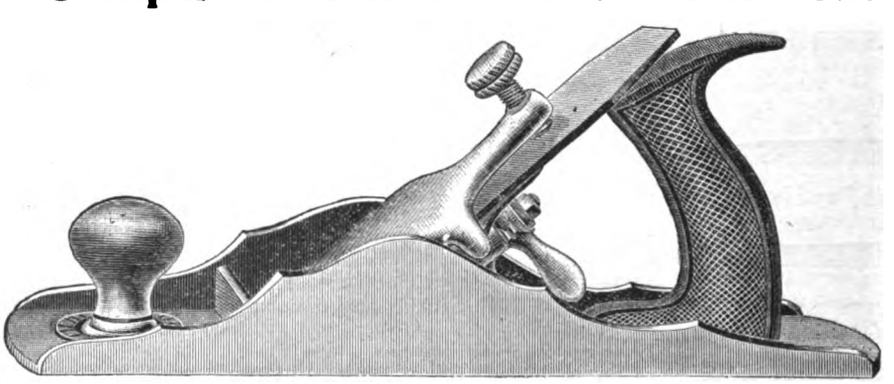
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







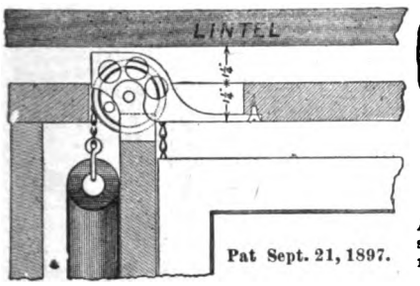
Improved Clarks Pattern. Lavignes Patent.

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95 Chambers St., New York City.

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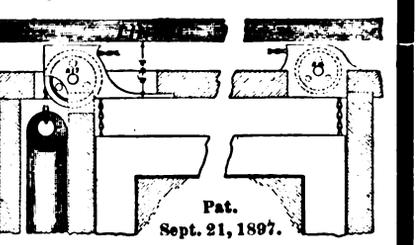
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No Extra Head-Room Needed.
No Grooving of Sashes.
No Lead Weights.

Architects will note accompanying cuts. They represent 2½-inch pulleys and only require 2½ inches head room from top of sash.

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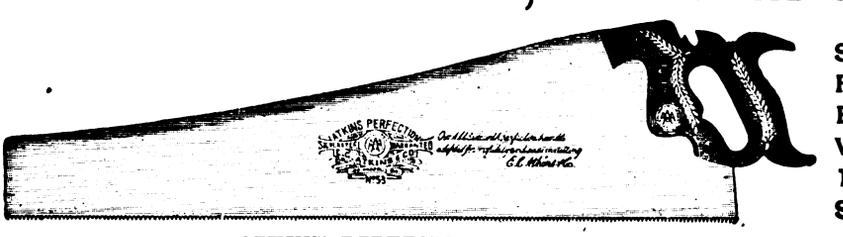
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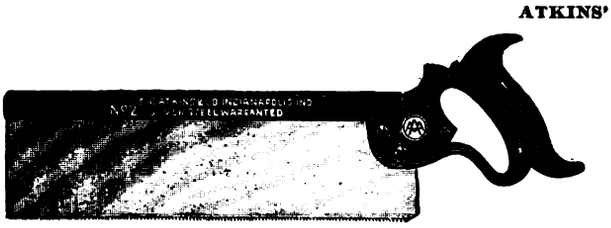
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WE MANUFACTURE EVERY KIND OF SAW USED.



SILVER STEEL.
FINE TEMPER.
BEST WORKMANSHIP.
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SINGLE TWIST AUGER BITS.

We guarantee this Bit has no equal for boring into all grades of wood, hard or soft. Reasonable in price.

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Underhill, Clinch & Co.,
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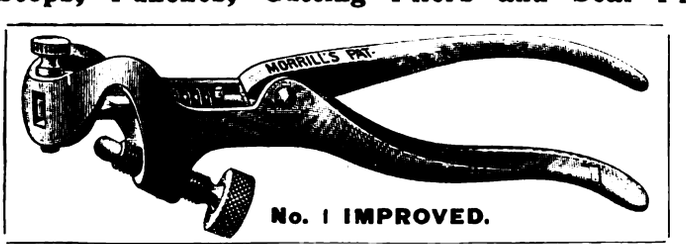
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TRADE MARK

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This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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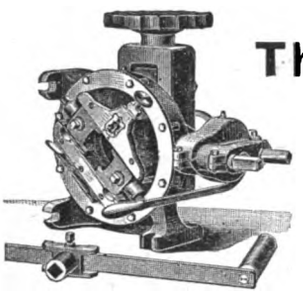
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Use GOLD DUST Graduate Measures.

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It is the Strongest Umbrella on the globe.
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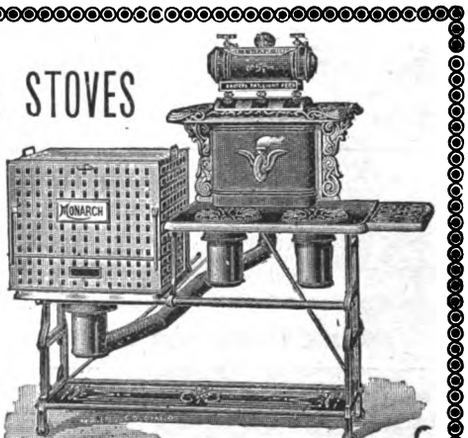
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For Hot Weather,
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Cheap Stoves,
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EXCELSIOR Carpet Stretcher AND TACK HAMMER COMBINED.

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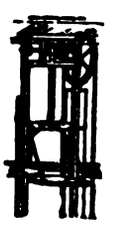
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The "H. & R." REVOLVERS

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Fast or Slow Speed
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Cut Gears, Combined Lever and Wheel Feed. Round or Square Base, 20 inch Swing. . .

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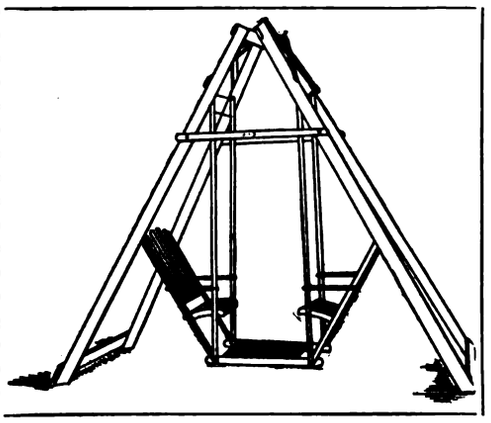
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Eagle File Co.
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North Wayne Tool Co.'s Scythes and Axes.
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HAS PROVED VERY SATISFACTORY.

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The ALASKA LAWN SWING.

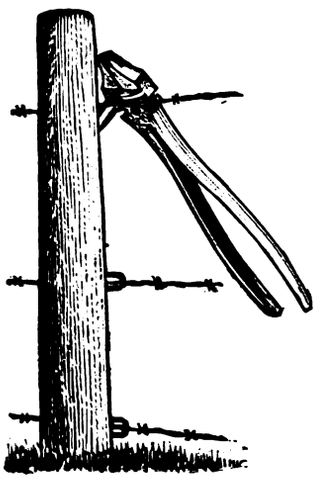


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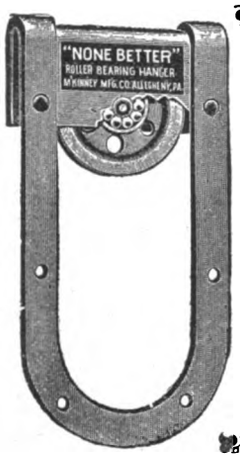
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Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis.

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

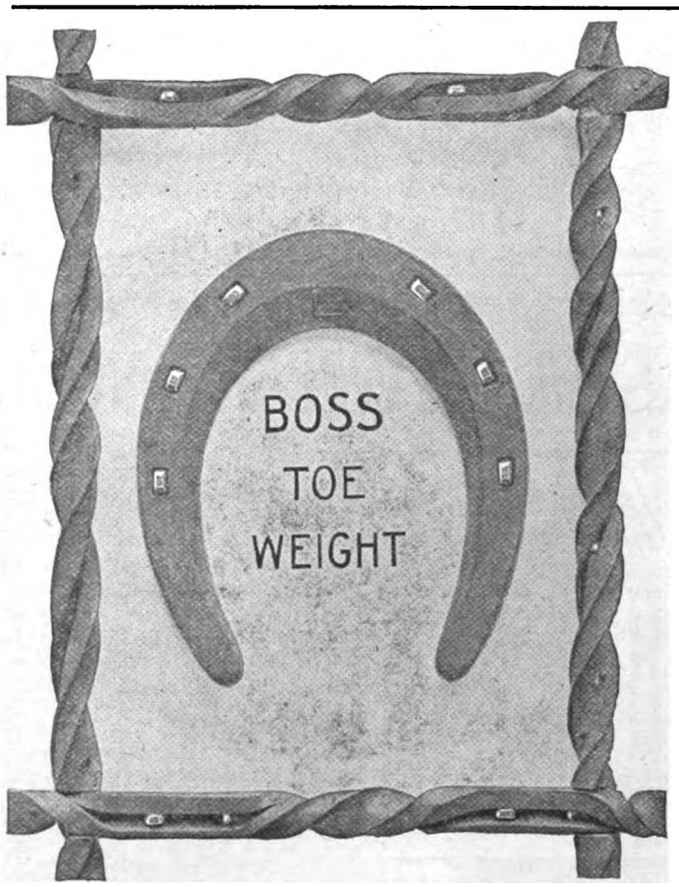
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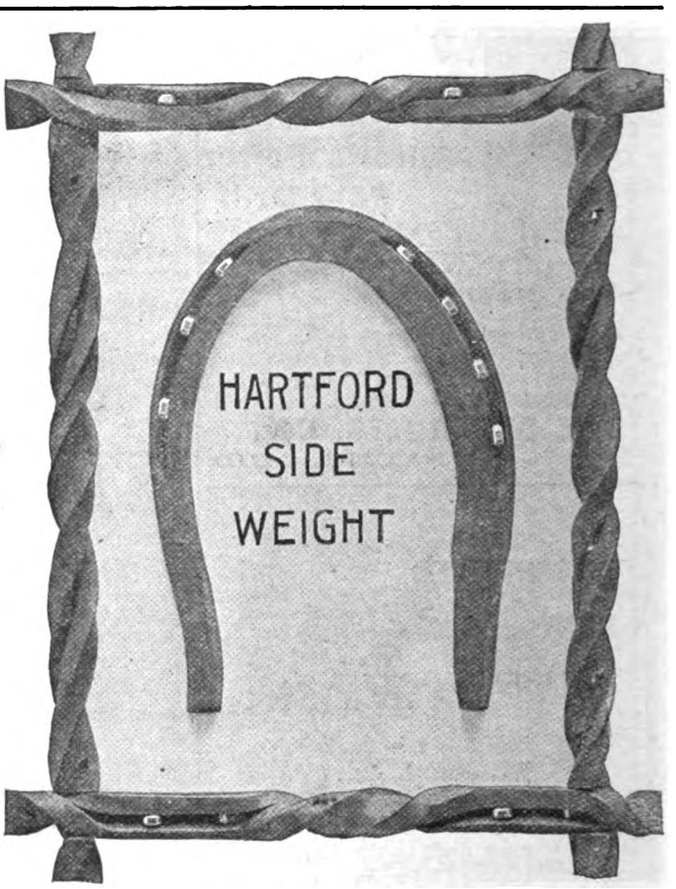
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Weight in Toe Where Needed.
Speed and Knee Action Producer.
The Ideal Summer Comfort Shoe.



The Best Side Weight yet produced.
Prevents Interfering and Knee Hitting.
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Manufacturers of the Greatest Variety of Horse Shoes and Racing Plates made by any one concern in the world.

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IRON ROOF
FOR SALE.

Dimensions of building—87 feet in width, 225 feet in length, one story in height; side walls and gables of brick; building designed for a Machine Shop, but owing to the failure of the purchaser the Iron Roof Trusses are now offered for sale at a bargain. The roof is admirably adapted for a Machine Shop, Car Barn, Paper Mill, or for any other general manufacturing purposes.

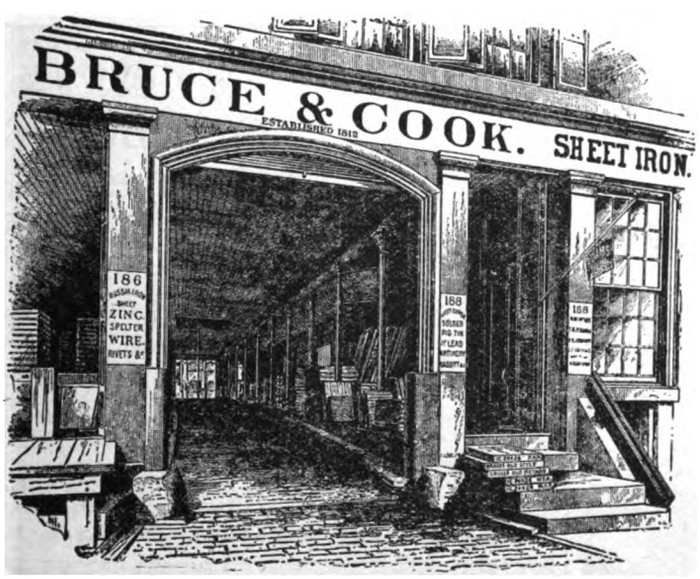
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BRUCE & COOK,
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
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We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
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Copper Ingot.
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Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
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Wire Tinned.
Zinc for Etching.
Zinc Sheets.

. . MANUFACTURER OF . .

Patent Specialties.

Tin Cans and Boxes.

Patterns, Models, Drawings, Inventions Perfected.

Sheet Metal Stamping from your dies, or I will make dies for you. Send sample or drawing for prices. Specialty of fine experimental work.

F. S. BURROWS,
FACTORY, 305 PEARL ST., OFFICE, 107 BEEKMAN ST.,
NEW YORK.

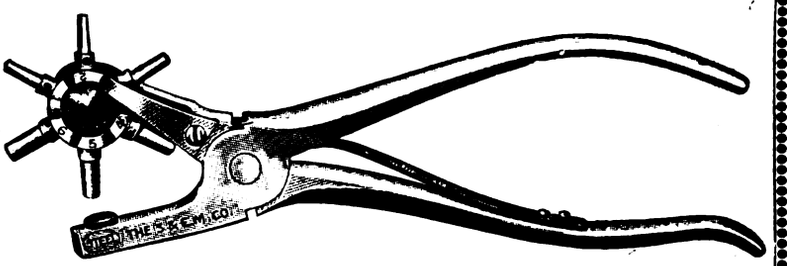
"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.



Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



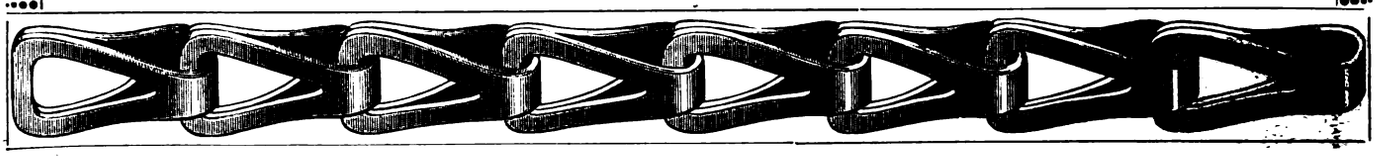
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NEW YORK AGENT:
J. J. HALPIN, - - 62 Reade St.
PHILADELPHIA AGENT:
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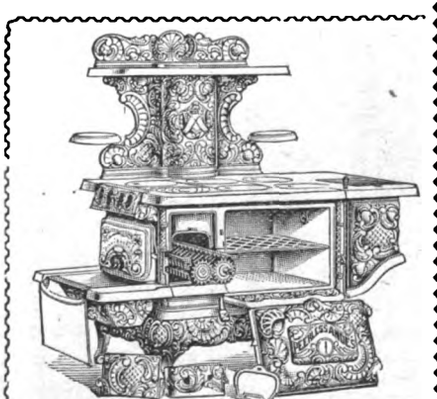
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"OLD JOB JOHNSON'S."



The Best Gate, Latch and Hinge EVER MADE.

The Years Have Proved Their Value

Their One Fault :—

They Won't Wear Out!

Simple, Durable and Cheap. Arranged to work without any spring, on its own Automatic principles. Send for descriptive circular and prices. . . . . .

Manufactured by **The Burr & Houston Co.,**

33 to 39 Franklin Street, - - - BROOKLYN, N. Y.

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"Norton"

Address 505 SEARS BUILDING, BOSTON, MASS.



An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

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HARDWARE

VOL. XVII. MAY 25, 1898. NO. 4.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

There continues to be a fair and regular business being done on standard and legitimate lines, a confidence being felt that the war will not be of very long duration; in fact if our navy could only get hold of that elusive squadron representing Spanish honor, we would soon have nothing worth fighting for.

Once we can make Spanish defeat a thoroughly accomplished fact, the country will be found in better shape for a future commercial supremacy, greater than the most sanguine of us could ever have believed possible. We would gain the most valuable prestige by our success, and the nations of the world would metaphorically doff their hats from a respectful acknowledgment of our ability to conquer other fields of honor than those of commerce, mechanics, and agriculture.

Even under existing circumstances our export trade is suffering but little, if any. So small an amount of it was ever carried abroad in American bottoms, the exigencies of war as affecting transportation do not keep our progressive manufacturers lying awake nights; for our products in the markets of the world now possess a commanding influence that creates a confidence in our future prosperity, which well deserves to be backed up by constant effort.

Reports from the interior, the West especially, are of an encouraging tone, shelf Hardware moving to better advantage as the season progresses, and heavy Hardware also showing increased activity. The trade waited upon by the travelers, give orders for their requirements with less conservatism, and stocks are beginning to show larger assortments of desirable goods than was formerly the case. The farmers may safely be relied upon to purchase freely for crop requirements, and prices under these conditions are freer from the cutting proclivities agitating competition, than has been the feature of previous seasons.

The business will naturally know the usual summer dullness during the coming months, and preparations for the vacation season will soon be upon us.

The wire nail trade is not very brisk, and comparatively moderate priees still prevail; the advent of the stronger forces in the market not having the effect of advancing quotations, but serving simply to keep things in a more trustworthy condition and less liable to disturbing influences.

As one of the straws showing the larger transactions, commercial or otherwise, which this year compare favorably with the past, the bank clearings of the past week compared with either 1897 or 1896 show in either case an advance of over 35 per cent.; and the railroad earnings for April of 113 companies with 96,000 miles of road are stated by Bradstreet to reach $43,000,000, showing a gain of 15½ per cent. over 1897, and with the one exception of November last, the most favorable statement since the beginning of the depression.

Proposed Tax on Corporations.

The Senate Committee of Finance has incorporated in the pending internal revenue bill a tax on the gross receipts of corporations of ¼ of one per cent.

In the eyes of corporation haters this may be a "popular" tax, but let us see what it means. In the last few years many small business concerns have taken the form of corporations because they could not get the necessary amount of capital to do business on from a few partners. Some of these with a capital of $100,000 may sell a million dollars worth of goods annually, and ¼ of one per cent. would mean a tax of $2500. Their net profits, deducting expenses and losses from bad debts, might not be $5000. Why tax such a corporation one-half of its profits, or if it didn't make any profit temporarily, (as many do not) tax it out of existence, when its competitor, an individual or a firm, pays no tax? If it be decided that it is necessary to tax the industrial and business interests of the country in an additional way to carry on the war, why not make a uniform tax on sales or gross receipts of all business men and corporations of say 1–10 of one per cent.? This would realize more money and be more just and uniform, or why not impose a license tax graduated to the amount of business done? It is not generally understood that corporation means *co-operation*—by a large number of small partners known as stockholders. Even large and rich corporations pay out for labor and materials most of their receipts. If a stamp tax is imposed on checks, receipts and other documents it reaches corporations as well as other business men, and they will not object to paying their fair share, but it seems like taxing co-operative industry unjustly to tax their gross receipts when individuals and firms are not thus taxed. It is a step backward in industrial progress.

The American Philippines.

Among the many points of importance which the successful prosecution of the present war will bring prominently before the commercial world, will be its

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influence on the future transactions between this country, China and Japan.

The immense population of the Chinese empire forming a foundation for an ever-growing commercial advantage, has already been foreseen by Russia, England and Germany.

The great Siberian railroad now building by Russia, has the Chinese Empire in view in its rapid progress toward economic significance; England has acquired by a long lease of twenty-five years' important rights at Wei-Hai-Wai; Germany acknowlededging the diplomatic strength of following suit, seizes Kiao-Chou for a naval base that cannot but prove of great benefit; all of these movements by the great powers have as a fundamental inspiration the mercantile possibilities of more intimate relations with Chinese trade.

Conquering, as we have, the Philippine Islands, with the approving voice of the nations above named, gives us a position of far-reaching importance from a commercial point of view; and possessing as we do a harbor of such great desirability as that of Manila, cannot do otherwise than cause us to be regarded by these strong nations as fiercer competitors than ever for the important trade and traffic of the Orient. Now that we have Manila, it will become American policy to hold these rich possessions, this strong strategic point for our future commercial plans, against all comers. Our vast resources as a competitive power, our continued success in every field of honorable effort, will create a trend in our favor that may yet bear a promise of peace to the world and prove that no plans of national significance can be projected for territorial aggrandizement or commercial progression even in the Antipodes, without inviting the criticism and approval of Uncle Sam.

It is refreshing to note that the business man is generally a patriot. Those who are, perhaps, suffering the most in their financial relations to the present war, are the most emphatic in the declaration that the campaign must be pushed with vigor and to a successful end. The business man was of the opinion, generally, that the war should have been avoided, if possible; but after the first shot was fired, he was back of the government. the navy and the army, with his whole soul. He is still a business man, and naturally deplores the present temporary stagnation of trade, but above and beyond it all, he is a patriotic American. Those who are thrown into the closest connection with the world of manufacturing and trade have the best opportunity of noting the facts set forth in the above.

The Grand Rapids Refrigerator Co., Grand Rapids, Mich., have issued a supplemental catalogue, showing some of their specialties in order work. They are now prepared to make refrigerators to order, in any wood, for any purpose, and would be pleased to receive inquiries from the trade. The catalogue shows that they are making goods of this character for grocers, butchers, florists, hotels, clubs, etc.

A "Samson Anvil" in gold, is well represented in an artistic paper weight, which the Van Wagoner & Williams Hardware Co., New York and Cleveland, are sending their friends. It is gilded so as to resemble the real Klondike color, and is a handsome reminder of a most excellent article.

HARDWARE costs only One Dollar a year.

A Letter to a Son.

My Dear Robert.—Your mother and I have read your letter with a great deal of attention, and we are sure that you mean to be just to your employers, but have overlooked one or two essential points. In the first place "Old Nails," as you call him, don't find a line in his Bible, or elsewhere, that requires him to find a "soft snap" for you, or for anybody else. Now I really believe that Messrs. Nails & Spikes went into the Hardware business up at Spooksackie for the purpose of making money, and not as an asylum for several young men who want to have a good time, and who hate to work between meals.

The only fellow who found a "soft snap" in the Hardware business, that I ever heard of, was a clerk over in Hackensack, who grew so lazy that the boss one day kicked him into a mud-puddle, in front of the store. He had impudently demanded a raise in salary—and got one in person. He was a mighty good clerk, after he was well scraped and dried.

You seem to think it rather tough, that you must have your breakfast over, and open the doors of the store at 7 o'clock. It does look a little that way. How would it do to have Nails & Spikes open it themselves, alternately, and bring you your breakfast in bed? The next time you four boys hold another indignation meeting, like that you write about, suppose you suggest it to them. Then tell me how it works, and what the bosses say about it. If you come home the next day, we will meet you with open arms—there is a lot of ploughing and planting to be done this Spring. Up here at the farm, we go to work at 5 A. M. and get through when the moon comes up.

Now, my son, let me give you a word of advice to be taken in dead earnest, and well digested.

Life is not a picnic. Of course there can be lots of fun crowded into it, in a proper way, but on the whole it is a matter of hard and earnest work.

The men who work the hardest are the happiest.

Those who are happiest in their work, are the most successful.

Every lick you put in now, will be of benefit hereafter. No matter what your pay may be, do the best that is within you.

We can't all get rich by lying on flowery beds of ease, while others fight to win the prize, or sail through each day with colors at the mast-head and every yard of canvas set. Work is the most healthful, invigorating tonic that poor human nature can help itself to.

Remember that if you are well, and busy, you must, as a result, be happy.

I want to see you make a man of yourself. You ought to have a nature full of push. You know that I have not a lazy bone in my body, while your mother, God bless her, is the busiest, cheeriest, most helpful creature on the face of the earth.

I believe you will make a man of yourself, and if you don't, I would advise you to go off someweere else to make a failure of it, as there won't be much room around here for you.

This postal note is intended for a little treat for you and the boys. As ever, I am

Your affectionate FATHER.

The Lancaster Sheet Metal Co., Lancaster, Pa., manufacturers of cornices and skylights, have recently been incorporated under the laws of Pennsylvania, with a capital stock of $25,000. The company are now erecting a brick building 28 by 106 feet at the corner of Marion and Christian Streets, Lancaster. They have added plumbing to their line, and a considerable portion of the four floors of the new building will be devoted to the carrying of a stock of plumbers' supplies for jobbing purposes. Catalogues and prices from manufacturers are desired.

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A New York "Hardwareman."

There has hung for many years at the corner of Park Row and Pearl Street, New York city, a weather-beaten brass sign, bearing the inscription "Nicklin's Old Curiosity Shop." The keeper of this establishment always called it a Hardware store, but its contents were as varied in character as the mind of man could possibly conceive, running from a second-handed coffin to a fifth-handed pack of greasy playing cards. It was essentially a second-hand store, and is now in the hands of the legal heir of the man who kept it for so many years, as its proprietor, John H. Nicklin, died some days since, suddenly, of apoplexy.

Mr. Nicklin came to America from Scotland in 1859. He was patriarchal in appearance, wearing a full white beard, from the midst of which always shone a bright and genial smile. His methods of business were as queer as his stock of goods. The only inventory he possessed was that which he carried in his head, but he could tell instantly just where he had purchased each article, its cost, and its selling price; and if a customer was not willing to pay the price asked, he must go without the goods, and when he grew too persistent, the chances were that the old man would take him by the shoulders and quietly conduct him to the street. His hours for business were very irregular. On some days the shutters would come down as the sun came up, while on others, they would be kept in place until noon, or afterwards. Very often he would close up at mid-day, giving simply the excuse that he was tired, and with this, customers who were present must be content, as they were politely bowed into the street.

They Want American Goods.

A mercantile house of standing, in Barbados, West Indies, makes the following inquiries, under date of May 5, 1898. Any information which may be sent us, in answer to their request, on behalf of American manufacturers, or others, will be gladly furnished. The letter is as follows:

Editor Hardware: We would be very glad to learn if such goods, known in England as Dutch Stove or Coal Pots, three-legged negro pots and sad or flat irons, are made in the States. Dutch stoves and negro pots we do not think are sold to any extent in England, but are largely exported to these islands. We could furnish manufacturers with sizes (actual measurements) and weights of what we now import from England, and in the case of sad irons could send you one by parcel post. We want to see if these goods cannot be obtained from the States cheaper, you being nearer to us. Goods of the Cannon Co., Deepfield, Staffordshire, are popular here, especially the sads, but Dutch stoves and pots made by Holcroft, Eltingshall, and Falkirk Iron Co., near Glasgow, are also freely imported. The freight on these goods from Great Britain to us is very high, and we think we ought to do better if we can buy them nearer home.

Come in and Talk it Over.

As a soft answer turneth away wrath, so a kindly greeting often brings business. On the windows of a Fulton Street, New York, printer are two sentences in plain white enamel letters. They occuyy the lower left hand corners of the windows, and seem to have a confidential tone of friendliness about them. One is "Come in and Talk it Over;" and the other "Come in and Look Around." As a matter of speculation, it would be interesting to know how many contracts owed their orgin to the right man reading these invitations at the right time. If the writer wanted printing, or even thought he might need it and saw these invitations, the chances are a huudred to one that, if he had not time to in then, he would fix the place in his memory, and use it at the proper moment.

The more words in the ad. the less will the reader remember.—*Exchange.*

Facts About Cuba.

The Boston & Lockport Block Co., No. 142 Commercial Street, Boston, have published a little folder, just the right size for carrying in the pocket, and sure to be in use for continuous reference, entitled "Facts Concerning Cuba." It contains the Cuban flag, in colors, and also a colored map of Cuba, showing all the ports and outer points which are of such frequent mention in the newspapers. A great deal of information as to the island is also given. The company, on the final page of the folder, also call attention to yet "another fact" of importance. It is to the effect that "blocks are about the only mechanical device that people expect to give good service without any sort of lubrication." They add that Ford's Self-Lubricating Bushed Sheave for plain (common) bushed blocks, is "a great improvement over the old style 'common' bushing. Will add about three times to the life of the sheave, while it adds only about ten per cent. to the price of the block. If further interested, see pages 8 and 57 of our 1897 catalogue." The offices of the company are at Lockport, N. Y.; Boston, Mass.; No. 33 South Street, New York City.

Congratulations from Over Sea.

We offer our congratulations to our esteemed American contemporary, *Hardware*, upon its eighth birthday and its splendid issue in commemoration thereof. In editing, subediting and printing the issue leaves nothing to be desired. The editor, in looking around for suitable matter for his special number, hit upon the idea of Associations; and it is accordingly an association as well as a birthday number. This is significant, for it shows to what an extent our trans-Atlantic colleagues have adopted associations. If we were to issue a special number devoted to the same subject we should be appealing to precisely seven organizations. Now that war has been declared, American prices are certain to jump, no man knows how. These Associations will be ready to deal with these fluctuations as they occur, and thereby prevent commercial anarchy.—*The Hardwareman, England.*

Wooden Models.

There is one Hardware dealer who has found that it paid him to have wooden models made of various seasonable articles, which he hung in front of his place of business. One time it is a skate, then a gun, then a bicycle, and again a lawn mower. These articles are made by a clerk in his employ, who is handy with an axe and jack-knife, and while sometimes not highly artistic, they attract attention, make talk, and stimulate business.

New Members of Hardware Club.

At a meeting of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the club:

J. O. Goodenough, Tribune Building.
Arthur F. Townsend, No. 18 Vesey Street.
Alfred Wheelwright, No. 261 Broadway.
John P. Munn, M. D., No. 261 Broadway.

A certain young man who went out West, a few weeks ago, soon after his arrival sent the following back home to his papa:

"Some skies are blue
And some are dark;
Please send me fifty—
Your son, Mark."

The father, not wishing to be outdone by his son, sent back the following reply:

"Some skies are blue
And some are pink;
I'll send you fifty—
I don't think."—*Exchange.*

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A Case of Misplaced Dignity.

One of the "younger generation," who had recently been promoted to a position of responsibility, was the recipient of a lesson on the evil of jumping to conclusions, a day or two since. It was doubtless hard to swallow; but good medicine is frequently objectionable to the palate, and we venture to prophesy that this particular young man will, in the future, so guide his actions as to avoid even the appearance of evil in this particular regard.

The course of his new duties required his calling on a well-known firm not far from Chambers Street. His first visit was made before the strong sense of the importance of his position had become secondary to the necessity of showing a department profit.

As he entered the office he noticed a pale, mild-looking young man seated at the desk nearest the door. This individual, whose hat rested peacefully on top of the desk, was engaged in listlessly turning over the leaves of a catalogue, and merely favored the visitor with a careless glance as he entered. The visitor stood near the desk for a moment or two and received no attention. Every one else in the place seemed busy except the occupant of the desk, and he was indifferent. Clearly, this was a case of neglect of the firm's interests, and should be sharply reproved. The most effective method would be a little well-chosen sarcasm.

Advancing to the desk, he remarked, in a tone loud enough to be overheard by the various clerks in the room: "Pardon me, but you seem to be a very busy man. Is that catalogue so fascinating that you would find it hard to lay it down for a moment?"

The pale young man looked up at the visitor as the latter continued: "But doubtless you have accrued so large a share of this world's goods that business pursuits no longer attract you; and you are contemplating disposing of your personal interest in this particular firm? Or, possibly, the affairs of State oppress you? Your interest in the attitude of Europe toward our present foreign policy prevents you from giving that undivided attention to paltry commerce which has formerly marked your business career?"

A smile of amusement, but poorly concealed, flitted across the face of the pale young man; but still he vouchsafed no reply. The visitor was now thoroughly warmed up to his work, and decided to close the incident by revealing his important identity, and announcing his intention of transferring his firm's account to a house where some attention would be paid to intending purchasers.

"Permit me to add," he continued, "that I am Mr. Wright, of File, Butt & Plane, and that my original intention of placing a somewhat extensive order with you—"

The pale young man evidently concluded that the matter had gone far enough, and rising with extended hand and winning smile, he expressed his pleasure at meeting the representative of such a well-known firm, adding, with an apologetic air, that he was unfortunate enough himself to be only the financial editor of a paper which gave some attention to business interests, and that he was waiting to see the head of the firm. The air of offended dignity deserted the visitor; and, amid many blushes and the clearly audible chuckle of the unfeeling spectators, he left in disorder, with the mental resolve to send future orders around by the boy.

Seventy per cent. of the liquor licenses in New York State are issued within its incorporated cities, and 30 per cent. in the villages and townships. Prior to January 1 the city which had the largest number of saloons in proportion to its population was Long Island City. The incorporated city which has the lowest average of saloons in proportion to its population is Jamestown, Chautauqua county. There are, relatively, more Swedes in Jamestown than in any other city of the State.—*N. Y. Sun.*

Coldwell's Mowers.

The Coldwell Lawn Mower Co. have been awarded the contract for furnishing the government with lawn mowers. As usual the company received this order (which is the largest they have ever received) on their merit, as they were not the lowest bidders, and it speaks well for the merit of the mower.

The company have also closed a contract with the Commissioners of Parks, of Greater New York, to furnish new horse and hand mowers for their entire park system of New York and Brooklyn, which takes in all of Greater New York. These parks use nearly 300 hundred hand mowers and from sixty to seventy horse mowers.

In addition to the above the company have just shipped to the Park Department of the City of Buffalo a complete new outfit of horse lawn mowers for use on their city parks.

Mr. Coldwell informs us that their general business at the present time is far in excess of that of any previous year, and is due not only to the general increased demand for their mowers but also on account of the demand for their golf mowers, of which they are making a special line of both horse and hand mowers; and they have been adopted by the leading golf clubs throughout the country.

The factory is now being run to its utmost capacity and the company are contemplating enlarging their plant before next season's business begins.—*Newburgh, N. Y., Journal.*

"Hankey-Panky" Talks Wisdom.

If you are going to be a Hardwareman, be one. Keep away from politics and other bunco games.

Who are the salt of the earth? Those who don't get too fresh.

If a customer asks for a breadboard and you don't have one, sell him a mouse trap or a pair of andirons. Don't let any man get away with as much money as he brought in.

If your new clerk has too much cheek, keep him, but curb him down. If he hasn't any, bounce him!

When a woman customer comes in, encourage her to talk until she is tired. You will hear of a dozen things she needs at home—and *that's* your chance to soak her!

I can always sell to a woman who brings her baby into the store. You can't say a good thing about that kid that she won't believe.

When a man asks for a fifty cent knife, don't show him a dollar one. He may have only the fifty cents with him, and as likely as not you will lose the sale altogether.

Don't talk too much; don't talk too little. There is a happy medium somewhere between a clam and an auctioneer.

If you have faith in your goods, yonr customer will have faith in them also. One sale may be made by lying, but I don't believe a dozen can be made by it, to the same man.

At a recent meeting of the directors of the Albany Foundry Co., Albany, N. Y., John D. Green was elected president and general manager, Andrew McNamara, secretary and treasurer. They are equipped in first class shape to do gray iron castings, bronzing, japanning, nickel plating, etc. They have a nice trade on the Argand and Happy Home line of stoves and ranges. Their export trade is exceedingly good. They are now getting ready for shipment a carload order for Japan and expect to ship in a few days a carload order for Switzerland.

The cotton seed industry of the South amounts to 4,000,000 tons annually, valued at $113,000,000. In 1867 there were only four mills in operation; in 1897 there are over 300, with more than $50,000,000 invested.—*Exchange.*

Every mud hole in a highway is a black mark against the road commissioner.—*L. A. W. Bulletin.*

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HARDWARE HUMOROSITIES.

It's a wonder to me why some one of the old timers in the business hasn't started a compilation of the many odd and humorous things which constantly occur in the hard working fields of the Hardware trade, and which add by the hilarity accompanying their birth, to the pleasures which serve to keep the ranks well filled with superior talent.

We could all recall to mind offhand some of these fun-providing episodes, and if by a recital of a few of them I can stir up some better story teller than myself to add to the budget, I shall feel no sense of regret in having been the means of providing a ray of sunshine on a state of existence otherwise inclining toward the prosaic.

In the early days, when Quackenbush, Townsend & Co.—or maybe it was before Mr. Townsend added his strength to the firm—were located in Cortlandt Street, New York, Charley Bartol, since identified with the mechanical toy business, was one of the younger members of the working force, and like all youngsters, especially in those days, was quite full of the Old Nick, many and many an escapade he was responsible for, but he succeeded escaping paying the penalty. One day, when Mr. Charles E. Quackenbush was sedulously working over his ledger, hunting for an eighteen cent difference he couldn't locate, in a direct line with the back of his head stood Charley getting out an order. A brother clerk, who might have been Jack Tassie, presented too tempting a mark for a pound ball of twine lying on the counter. Making an excellent aim, Charley let drive, but Jack bobbed his head, naturally and successfully, and Charles E., of the firm, got the impact on his bump of philoprogenitiveness. It was a corker. When he recovered himself sufficiently, he discovered the boys presenting all the appearances of conscious guilt.

"Who threw that ball of twine at me?" was a natural question, which he asked Charley.

"Mr. Quackenbush," said Charley, without moving a muscle of his beaming countenance, "I cannot tell a lie, it was Jack Tassie."

As Mr. Q. intuitively knew better, he advised closer attention to business, with less skylarking.

In the store of John C. Tucker's, corner of Dey and Greenwich Streets, New York, where my novitiate in the Hardware vocation was passed, there were entrances on Dey Street and also on Greenwich Street. One day, in the dull season, there entered from the Dey Street side, a tramp-like Irish mendicant who walked slowly into the centre of the store with his begging petition.

"Please help a poor fellow to get to Jersey City." The ferriage being only three cents, he soon collected it. Then going around to the Greenwich Street side he came in again in the same slow and deliberate manner and repeated the same plea for ferry money.

"Why, you infernal truth twister," Ben Southwick said, "You were here two minutes ago and got all the money you asked for." Looking up and seeing around him the same faces, he protested:

"Be Gobs you have so dom many doors to your place, you'd puzzle the divil."

Talking about Ben. Southwick, it was about the time when a new brand of axle grease, called the "Manhattan," was first placed upon the market by Burr, the manufacturer, that a large sample box was left in the store to undergo the inspection and approval of all the salesmen. It presented the appearance of an oily conglomeration of some kind, mixed with flour to give it a larger volume; and while I was going through the very natural operation of smelling the contents with a view to guessing the ingredients, along comes Ben. full of his joking proclivities, and giving the box an elegant "upper cut," he caused my nose to make an indentation in that greasy compound of about two inches. After I had gracefully withdrawn it, I had to laugh with the crowd, but for me it was no laughing matter, so passing it off as a good joke I bided my time. Now Ben. Southwick was as bald as a ten-pin ball and exceedingly short sighted. In less than twenty minutes after I had "wiped my bugle," he was leaning over an order laid out on the floor, carefully "looking it back," when I took that sample box and anointed his bald headed cranium three inches thick, with the resinous compost it contained; it was strong enough to have raised a new crop of hair if he had left it there long enough. Ben. said I got ahead of him that time.

Thomas Shepard Smith, the managing member of the firm above mentioned, was a dyspeptic, cross-grained kicker; probably made so by a weak state of health that prevented anything but a jaundiced view of temporal things. It annoyed him terribly to take an order from one of those cross-road merchants whose movements are "slower than molasses in January." He had just finished such an ordeal one day and the customer had departed, when he called me over and said:

"Henry, do you see that sample board of molasses gates?" I replied in the affirmative. The card held twenty-four samples, arranged by being "screwed in" as they would have been in a grocery store.

"Well," he said, "I want you to take and make all those handles immovable by fastening them with copper wire. I've just had a customer who actually worked every one of the twenty-four handles up and down, before he selected 'one-sixth dozen' each, of two sizes. Life's too short to have that experience repeated."

Mary Ann Moriarity, the perapatetic apple woman, one of the every-day characters of the old times now but rarely seen, was a daily visitor at the store, and the boys patronized "Apple Mary" to the limit of their condensed resources, and often received a line of peanut candy credit. Every once in a while "Apple Mary" would be missing from her accustomed haunts, and for one, two or three months, according to the severity of the Judge, she was "lost to sight, to memory dear." When again she would come around she would look plumper and better looking than usual, from enforced conditions of restfulness.

One day I took her to one side and remonstrated with her on her intemperate habits that brought about such Blackwell's Island recollections, asked her why she should so forget herself and become lost to the world even for a brief period, or words to that effect.

"Ah, faith, Mr. Hop," she said, "how can I help it? Sure it's only when I'm filled up with the owld stuff that I feel just as good as any of youse. Be gorra, when I'm sober, I know it's a dom lie." There is a moral underlying this poverty-stricken philosophy, no doubt, if one could only cipher it out. I think its the theosophical Annie Besant who says there'd be less drunkenness if the stomachs of the drunkards were only kept supplied with food. HOP.

Almost any advertisement can be improved by using a good picture.

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Topics by the Way.

Editor Hardware: Thus far the war has only tended to render business active. The Cleveland jobbers have their hands full. Not even builders' Hardware is affected to an appreciable extent. This is the line that would suffer most if our people had lost their confidence in our government. Movements into the country are exceptionally heavy. The farmers are obtaining the best of prices for their product, and the storekeepers are reaping the benefit in the way of selling new goods and receiving compensation for old accounts. As matters stand now, only an active summer may be looked for.

All the Cleveland jobbers report a full demand. Each house has its full quota of traveling salesmen out, and new men are being added right along. Agricultural implements are particularly active, and prices now being quoted on all lines entail a satisfactory profit total. The buyer is not uncertain; the purchaser is determined. The "yellow" newspapers, some of them, whose utterances might conjure up a panicky feeling even in non-bellum times, have failed of their purpose. Buyer and seller stand together, and entertain toward one another the most confident feeling.

Great activity characterizes all the Hardware manufacturing plants of Cleveland and other Ohio centres. Some of them work overtime with war supplies, but all are getting enough orders from the ordinary avenues of trade and commerce to insure continued activity. A shutting down of factories and mills for want of orders is out of the question. The only drawback now is the growing scarcity of skilled workers. Indeed, there is work galore. He who is out of work now cannot have honestly looked for any.

The demand for cycles is up to a full average, but, as predicted, the demand centres upon medium-priced wheels. It is generally opined among the trade that price cutting will rule the market before the season is far advanced. Over-production and department store competition are given as the cause, against which the understanding among manufacturers of standard wheels will avail nothing. In an issue of *Hardware* a cycle buyers' club was referred to. This item has elicited much attention. Fact is, such clubs are now springing up everywhere upon the lines suggested in the item referred to.

A Western dealer will keep his store cool this summer by having the various lawn sprinklers he keeps in stock in action in a part of the store set aside for the purpose. This is a rather luxurious mode of advertising, space required being considered, but it is understood that the various manufacturers are tickled with the idea, and will promulgate it as far as possible.

The demand for ice tools is exceptionally large this season. Modern ways of living and merchandising have brought the ice tool line to something worth paying attention to by the Hardware trade, and it looks as if manufacturers were cognizant of this growing interest.

A fetching up-to-season window display has been provided with two makes of lawn swing by a Toledo dealer. Automatons occupy the seats, and an even motion is maintained by an electric current. A card held by the automatons, reads: "If you want to be in it, swing in line."

A clever little ad. is worded thusly: "We Dewey clear-cut business. We want quick sales and have no mercy for the enemy, our competitors. Therefore, we are a Sampson in competition."

"Rivet your attention to business. Business in rivets is exceptionally good," was the text of a telegram received by a Cleveland manufacturer by a traveler.

What's the matter with giving anti-department store agitation a rest, and inaugurate an anti-dust and fly campaign? It would pay better just now.

Dealers are gradually adding a line of rubber vehicle tires. The line is growing in demand, and is profitable. Country merchants are already showing a live interest.

The association number of *Hardware* was universally considered a marvel of trade journalism. It made the trade proud of *Hardware*. J. B. RINDFLEISCH.

Cleveland, Ohio, May, 1898.

The Improved Trojan Box Strapping.

The De Haven Mfg. Co., Nos. 50–54 Columbia Heights, Brooklyn, N. Y., whose striking announcement will be noticed on page 37, are having great success with their improved Trojan Box Strap which we illustrate in this article.

This is formed of a continuous band of soft steel rolled from round wire, and not made from sheet metal, being without a rivet, and by having its surface studded with bosses, permits a nail to be driven anywhere without weakening it, as the bosses protect the head of the nail and serve to strengthen the strap. See Fig. 1. This method of embossing does away with all objectionable features, as the bosses are placed in such a manner that when a nail is driven on a slant to tighten the strap, it is not apt to slip, as the point of the nail invariably strikes the raised section, they being placed in such a position that invariably the nail will not only cease to slip, but being sunk well into the wood, has a tendency to draw the strap closer to the box than without this improvement. Being drawn from round wire the edges are perfectly smooth.

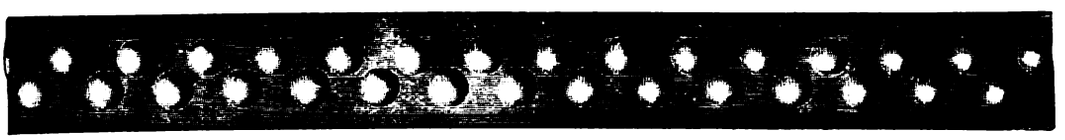


FIG. 1.

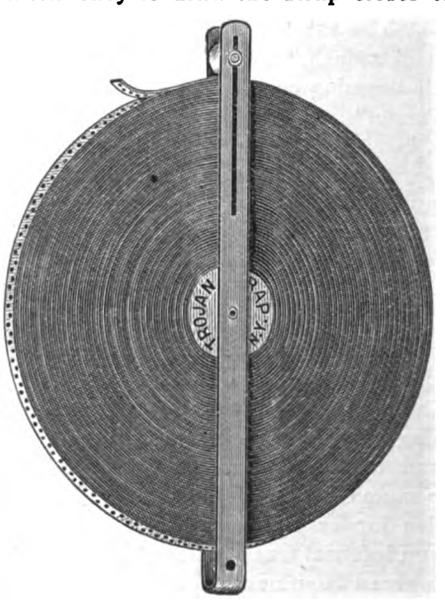


FIG. 2.

The Trojan Box Strapping is furnished on individual hangers as shown in Fig. 2, having 300 feet on each reel, full cases holding twenty reels. In this form it is very convenient to be handled by the jobbing trade, many of whom are adding it to their line of manufacturers specialties. For factory use it can be obtained on Automatic Drop

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Iron floor stands as illustrated in Fig. 3, which, when this form is preferred, are loaned to customers.

This strapping is furnished by the manufacturers in a number of specified lengths running from 4 to 12 feet and

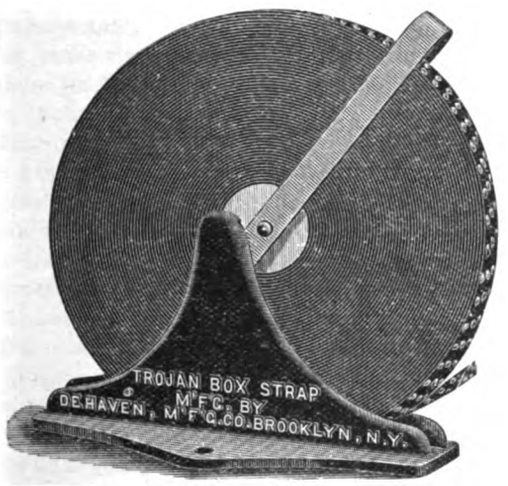


FIG. 3.

in widths of ½, ⅝ or ¾ inch, being packed in convenient bundles of 100 pairs of any size, special lengths being made to order. The company will furnish prices and samples upon request.

Southern Hardware Jobbers' Meeting.

The eighth annual convention of the Southern Hardware Jobbers' Association will be held at Old Point Comfort, Va., on the 15th, 16th and 17th of June, the Hotel Chamberlin being headquarters.

The greater part of the 15th will be devoted to joint sessions of manufacturers and jobbers, and during these sessions various matters of mutual interest will be brought up for discussion and consideration—the tendency of which is more closely to cement the ties that bind the manufacturers and jobbers. The papers, which have been especially prepared, will be read by both manufacturers and jobbers, and the occasion promises to be one of great interest to all. The president of the Association, G. W. Barnett, authorizes us to say that all manufacturers and their representatives are cordially invited to Old Point Comfort during these dates, and that the same will be cordially welcomed. Reduced railroad fares on the certificate plan (which is one fare and a third for the round trip), having been granted from all territory east of the Mississippi River, except the New England States, all who intend to be present should be sure to purchase their tickets on the certificate plan, and those manufacturers who are located in the New England States can purchase tickets to New York City, and from there secure the reduced rates.

The 16th and 17th will be devoted to executive sessions of the jobbers, during which time papers will be read, and various matters of great importance to the trade taken up. While the meeting will be largely for business, an entertainment of some character will be given on the evening of the 16th. The indications point to a large attendance, and an interesting and beneficial meeting is assured. A great many of the members will bring their wives with them, and the wives of the manufacturers and their representatives are also invited. The press committee this year consists of A. B. Palmer, of Savannah; Charles H. Watkins, of Richmond, and J. H. Watters, of Norfolk.

"The money market," Mr. Wallace began with that superior air a man assumes when he talks of public questions to his wife, "the money market—"

"Which reminds me," Mrs. Wallace interrupted.

"Reminds you of what, woman?"

"That you haven't given me the market money yet."—*Cincinnati Enquirer.*

Hardware Manufacturers Honor Dewey.

The following is condensed from an extended account in the *Journal*, South Milwaukee, Wis., of a celebration in honor of Dewey's victory, organized and managed by that enterprising organization, the Stowell Mfg. & Foundry Co. It says:

There was a grand flag raising and Admiral Dewey celebration to day at the Stowell Mfg. & Foundry Co.'s Works. Mr. Sammond, the general manager of this great manufacturing concern, not wishing South Milwaukee to be behind other cities in her display of patriotism, originated the idea which has to-day been so brilliantly carried out in every detail.

The employes of the works assembled at 12:30, and formed in line. The procession was headed by the Stowell Mfg. & Foundry Co.'s drum corps, playing patriotic airs; next were large American and Cuban flags and a shield on which was Admiral Dewey's picture, surmounted by these words: "He remembered the Maine." These were carried side by side, together with a smaller Cuban flag and an English flag. Then came the entire force of the Stowell Works, about 150 men, with their three wagons filled with children and friends, each employe carrying a small American flag. The Mayor, city officials and Volunteer Fire Department were represented in the procession, as was also the Grand Army of the Republic. It moved up Madison Avenue to Eleventh, then on Eleventh to Milwaukee, where they were joined by the employes of the Bucyrus Works, then east on Milwaukee Avenue to Ninth, then north to Monroe, where they were joined by the Eagle Horse Shoe Factory's men, headed by "Uncle Sam" mounted on a cannon; bearing the motto, "Remember the Maine." In front of Uncle Sam rode A. P. Wilde, Henry Treaumer and Charlie Christl, bearing an immense American eagle. At this point many from other factories and citizens fell into line, and the whole procession then went west to Tenth, then south to Milwaukee, then east on Milwaukee to the immense works of the Stowell Co., where the celebration took place.

Arriving at the works at 1:35, addresses were made by Mayor Bush, Supt. Stetson, representing the Bucyrus Co.; Manager McElroy, of the Eagle Horse Shoe Co.; Hon. John M. Stowell, president of the Stowell Co., who arrived home from a trip through the South, just in time for this happy occasion. Messrs. Geo. C. Jones and Belden Jones, of Chicago, directors of the company, were also present and made timely remarks. C. E. Sammond, secretary and treasurer of the company, performed the duties of master of ceremonies with characteristic dignity and ease, and everything moved along smoothly.

After the addresses came the event of the day, the hoisting of our glorious emblem, our beloved "Star Spangled Banner," enshrined in every loyal heart, and whose protection is sought by thousands upon thousands of the oppressed of other lands.

A quartette, composed of Messrs. C. E. Sammond, Arthur Davis, Carl Haase and Robert Davis, from the Lyric Glee Club, of Milwaukee, of which Mr. Sammond is president, sang "America," "Soldier's Farewell" and the "Star Spangled Banner," and it was during the singing of the last named patriotic song that Miss Anna Forsythe, who had been chosen for this honor, stepped gracefully forward and unfurled "Old Glory." Such a shout went up as has never been heard in South Milwaukee, and the whistles of all the factories in the city saluted.

At the close of the ceremonies the out-of-town visitors and other guests partook of an elegant luncheon, prepared by the Stowell Co. at the factory.

The occasion was one that will long be remembered in South Milwaukee, and reflects great credit on C. E. Sammond, who conceived the idea and so successfully carried it forward.

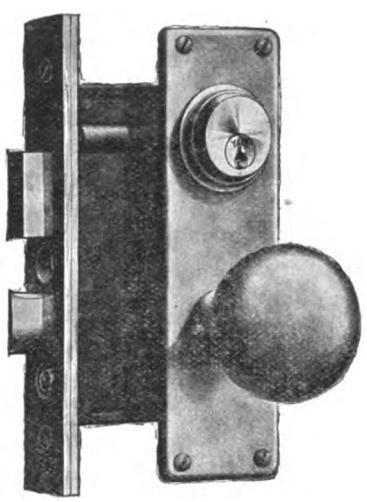
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Improvements and Refinements of a Great Idea.

In a former issue we gave some historical facts concerning the origin and characteristics of the Yale lock. In collecting that information we found the subject of even larger interest than we had supposed, and ample to furnish material for other brief articles which we believe will be of interest.

Mr. Yale's invention was strikingly original, and embodied a radical departure from all previous practice. Since his death a like disregard of precedent, and an equal courage in striking out in new directions, have been typical of the management of the Yale & Towne Mfg. Co., and account for the fact that for many years it has occupied a position of leadership in the trade, and has perhaps been a chief contributor to the development of locks and Hardware of the better grades.

For example, the Yale front door lock, introduced a few years after Mr. Yale's death, has but a single keyhole on the outside, through which both the latch-bolt and dead-bolt are controlled, whereas, all other front door locks have always required two key-holes and two keys, one of the latter controlling the night latch and the other the dead bolt. With the old fashioned lock the latch key only controls the night latch, and the householder is liable



to be locked out at night unless he carries also the key of the dead-bolt, which is usually large and clumsy. With the Yale front door lock, on the contrary, the single small key always controls both bolts, and the householder can never be locked out even though his door is dead locked from the inside. Moreover, the construction is such that although requiring only a single key and keyhole, the picking of the lock, if feasible, would have to be twice accomplished in order to release both bolts.

As another example may be cited the Yale Office Lock, extensively used in most of the great office buildings of modern construction. This is an "Inverted" lock, having the "cylinder," which contains the keyhole, above the knob instead of below it, as previously had been the invariable practice. This transposition of parts affords much more convenient access to the keyhole than when the latter is located under the knob and therefore partly concealed by it. In other respects this lock is designed to meet the special and severe service for which it is intended.

If space permitted, many other facts could be cited illustrating the originality and progressiveness of the makers of the Yale lock, which undoubtedly have been a large factor in establishing and maintaining its unique position and which have exerted an important influence upon the practice of all American lock makers.

The accompanying illustration shows a Yale front door lock of the latest model, having the keyhole above the knob, as in the case of the office lock just referred to.

Mere attractiveness in an ad. will not sell goods.—*Ex.*

Annual Inventories.

My experience with the retail trade convinces me that there is no evil to which the average country merchant is more prone than the neglect to make a careful reckoning of his real condition from time to time. Some retail merchants will permit two or three, or even four, years to elapse between inventories, and some of them never take stock.

No merchant, however small his business, can afford to disregard this most important duty. An inventory should be taken at least once a year. Twice a year would not be too often. The advantages of inventories at frequent intervals are manifold. It is the surest way of determining the real worth of the merchant. It is the only method he can adopt of ascertaining whether or not he is conducting his business on a profitable basis. It is the best and most reliable plan of reducing stock and of finding out how much of the goods on hand is old or unsalable, and therefore needs special effort to work it off.

There is no good excuse for any merchant who neglects to follow this desirable and beneficial practice. There are at least two seasons of the year when trade is sufficiently slack to enable him to perform this most important work. These periods are those just preceding the Spring and Fall seasons, when stocks of merchandise are at their lowest. It is very desirable that a careful summing up of the previous season's results should be before the merchant at these dates, in order that he may know where he stands.

GEO. L. PENDER.

Competition in Credits.

The following paragraph is from an address by W. H. Preston, ex-president of the National Association of Credit Men, delivered before the Iowa and Nebraska Retail Implement Dealers' Association:

Perhaps you wonder why I come here as a credit man to talk to you regarding your credits, for it does seem to me that you do not need any one to tell you that credits in the retail world are not entirely satisfactory. Competition seems to impel all to grant unwise credits in order to do the volume of business they desire, but no competition can be as disastrous in any line of trade as that of loose credit giving. Surely you can better afford to compete in price and sell on a small margin when careful of your credits, for under these conditions there can be no great loss, unless your expenses exceed your profits. On the other hand, when you compete to the point of selling goods upon credit to parties not entitled to credit, you are not only risking your profit, but are hazarding your invested capital. My advice, therefore, is do not compete keenly for poor credit business.

A New Sporting Rifle.

The Remington Arms Co., Hartley & Graham, New York, agents, call especial attention to a new sporting rifle (No. 5 Remington.) This arm is designed to meet the increasing demand amongst sportsmen for a small calibre gun of light weight, and adapted to the use of modern high explosives. The breech parts are but slightly increased in weight over the usual light weight guns, and are carefully case hardened. Great penetration and simple mechanism are claimed, and the fact that it is adapted to the use of 30|30, 30 Government, and 7m|m cartridges, extends its field of utility greatly. The greater velocity makes the sights good up to 300 yards without raising.

The manufacturers of rubber hose are complaining of very much retarded sales on account of the unprecedented rain that has fallen. As one manufacturer plaintively expressed it, "We cannot enter into competition with Providence."

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Recent Trade Publications.

"Open Back Single-Acting Power Presses" is the title of an attractive publication that has just been issued from the catalogue department of the Waterbury-Farrel Foundry & Machine Co., Waterbury, Conn. It contains descriptions of the various kinds of automatic feeding attachments applied to this class of power presses, "and it is our proud distinction," say the company, "of having built more automatic appliances than any one in the business." It is their aim in this catalogue to describe their line of Standard Open Back Single-Acting Presses, together with some special attachments that are applicable to them, with suggestions of the many modifications which are made to order. Arch and pillar presses, double-acting presses, foot presses, drop and hydraulic presses of various forms, will be shown in separate circulars. The company say: "The Open Back Style of Power Press possesses many well known advantages over other forms, and on account of its general convenience and adaptability to a wide range of work, has become the recognized standard. Modifications of patterns can always be made, usually with only a slight—if any—advance from regular prices; anticipating frequent changes, we have constructed patterns which enable us to make the distance from bed to bottom of slide, width between uprights, manner of holding punches, size of bed and the opening through bed, to suit any requirement, and enabling us to construct presses adapted to receive any existing tools, or fixtures, or to comply with any specification. Feeding attachments and special appliances are easily attached to these presses. Back gearing can readily be applied to all sizes and is made with teeth cut from the solid metal and with steel pinions. Adjustable incline legs can be fitted to all sizes; with this device the press may be changed quickly from upright to inclined position by turning the nuts at sides of legs and pushing the press to the desired inclination. In the very heavy sizes simple gearing is used to control the heavy weight. Fixed or solid inclined legs are furnished when desired." This catalogue will be sent on request.

The Remington Arms Co., Ilion, N. Y., with Hartley & Graham as New York agents, Nos. 313–315 Broadway, have issued a comprehensive and valuable catalogue for 1898. It contains their revised price list, illustrations and descriptions of their lines of well-known firearms, which include some new features of exceeding interest. Among these may be especially mentioned their new No. 5 rifle and No. 16 gauge shotguns. The first named, the Remington special sporting and target rifle, is a high power arm, adapted to smokeless powder cartridges. This catalogue has been carefully prepared, and contains an immense amount of valuable and timely information for both sportsmen and dealers in sporting goods. It will be sent to any who may desire it.

The W. Bingham Co., Cleveland, Ohio, have sent us two publications which together illustrate their patriotism and practical business methods. These are two cards, on one of which in handsome red, white, blue and gold, is shown the Star Spangled Banner, with a quotation underneath the same. It makes a handsome ornament for hanging up in any office or home. The second publication is issued from the house-furnishing department, and is a time-table for cooking, showing the exact time required for the proper baking or cooking of almost any article that comes in the culinary department.

Hartley & Graham, Nos. 313–315 Broadway, New York, agents for the Union Metallic Cartridge Co. and the Remington Arms Co., have issued a small and attractive circular on the Great American Handicap, which they will be pleased to mail to any address on application. It is entitled "How It Was Won; a Sketch of the Great American Handicap of 1898." It is well and carefully edited, contains a portrait of the winner and an illustration of the trophy won. It is a valuable contribution to the sportsmen's record for the present year.

The Hardwareman who desires to know how and why he can make money in handling washing machines, self-measuring oil pumps, tanks, syphons, etc., should ask the Anthony Wayne Mfg. Co., Fort Wayne, Ind., for a copy of the attractive catalogue they have recently issued. It is full of interesting information, and may prove a money-maker for those who study its contents.

The Simmons Hardware Co., St. Louis, Mo., have issued Catalogue No. 304 of their Sporting Goods Department. Nearly four hundred pages of large size, with small type, are required to enumerate this line. There is nothing in the way of sporting goods that appears to have been omitted.

The Jos. Dixon Crucible Co., Jersey City, N. J., have issued a small catalogue of their Cycle Chain Graphite. It tells all about graphite as a cycle lubricant, and shows the convenient forms in which it is put up for use by this company.

The Illinois Steel Co., Chicago, Ill., have issued an attractive and interesting monograph entitled "Mineral Wool, for Insulation of Cold Storage and Use in Architecture."

The Modern Mangle.

Mangles in one form or another have been used for hundreds of years, but the steam mangle of the present day is essentially a modern machine. Steam mangles are made of various sizes, with rolls ranging in length from 48 inches to 120 inches. One of the rolls is of hollow steel, and heated with steam. The auxiliary rolls are of iron, covered with cotton cloth and blankets or felting. Steam mangles are made also with two hot rolls. In ironing such things as sheets and table cloths by hand, it is customary to iron one side only. Steam mangles with a single hot roll iron in that manner; with two hot rolls the steam mangle irons with a smooth finish on both sides.

Mangles are used only for flat articles; for things without buttons or buckles; for sheets and pillow cases, table cloths and napkins, towels and handkerchiefs, and so on. Mangles of the largest size will iron a hotel's washing, taken just as it comes, 14,000 pieces in a day; of small pieces, such as napkins, they will iron four times as many pieces in a day.

From the washing machine the things go to an extractor to be dried. The extractor revolves at a high speed, and the moisture is whirled out by centrifugal action. From the extractor, just damp enough to work well, the things go to the mangle. Such things as sheets are fed into the great ironing machine by two men, each holding a corner. There is a fixed table, as long as the rolls, attached to the machine on the other side; two men receive the sheet there and fold it. In ironing small pieces like napkins and towels on such a machine they would be fed in by a row of girls standing on one side, and be received by another row of girls on the other side. On the largest machines there would be six or eight girls on each side. American steam mangles are used not only in this country, but they are sold in all the countries of Europe as well.

A great many mangles are made with wood rolls of polished maple. Such mangles are sometimes operated by power, but commonly by hand. They are used in hotels and laundries and restaurants, and for household work.

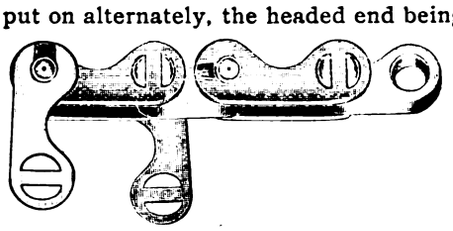
Mangles with wood rolls are exported to the various countries of Spanish America and to South Africa and Australia.—*N. Y. Sun.*

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NEW GOODS AND SPECIALTIES.

New Detachable Link Chain.

The Stockton Mfg. Co., Newark, N. J., have just put on the market a new Detachable Link Chain. There is no riveting, each link being held in place by thin side clips. The pins are headed on one end and in assembling the chain are put on alternately, the headed end being on the



right side at one end of the link and on the left at the other end. This head has a transverse slot across its face, and the opposite end of the pin is furnished with an annular groove near its extremity. The spring clips, as shown in the illustration, have a slot or opening, extending inward a short distance from one end, and at the other end two mated perforations to correspond to the head of the chain pin. The slotted end is slipped under the groove in the plain end of a pin, and then turned in line with a link and pressed down so that the perforations will engage the head of the opposite pin. In this way each pin is held in the chain by its head at one end, and by the clip at the other. It makes the removal or insertion of a link but the work of a minute, and does away with the necessity of tools in repairing broken chains on the road or in the shop. It has also all the other advantages that arise from avoiding the riveting process, and makes the production of accurate and durable chains a task much more readily accomplished than in chains of the old pattern.

The St. Louis Washer.

The Anthony Wayne Mfg. Co., Fort Wayne, Ind., with offices in St. Louis and New York, have added to their well-known and successful line one that has already proved itself a success. This is the St. Louis Washer, shown in

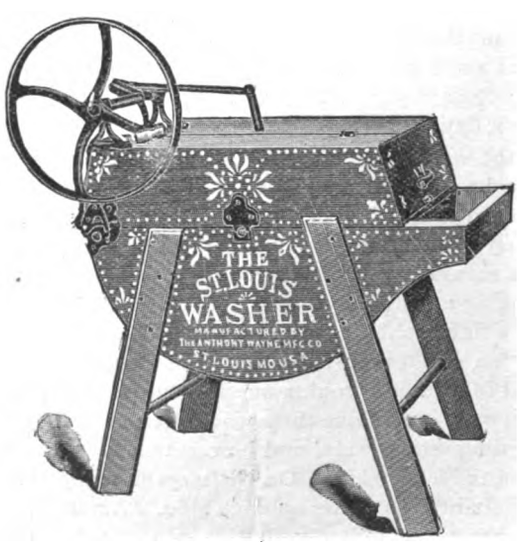


FIG. 1.—THE ST. LOUIS WASHER.

Fig. 1. As will be seen in Fig. 2, the machine is double acting, working with two cylinders or rubbers in opposite directions by the motion of the crank to which the fly wheel is attached. The clothes to be washed are placed in the machine between the two rubbers (Fig. 3), which adjust themselves to the amount of clothes in the machine, so that a few pieces, it is shown, can be washed with the same ease as a larger number. The slats on the rubbers are designed especially for this machine, and the nails that hold them are so driven that it is impossible for them to come in contact with the clothes and tear them. The edges of the slats are slightly rounded, giving the same

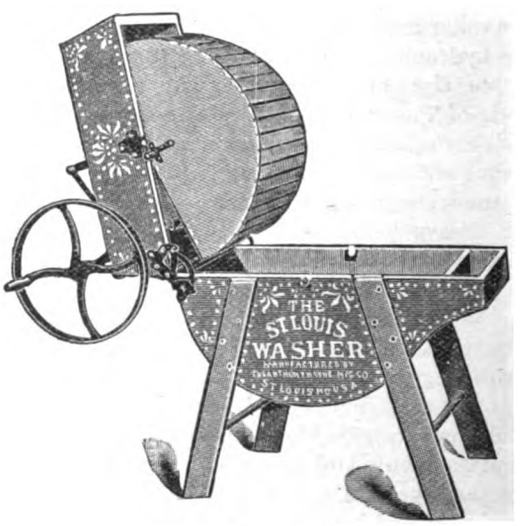


FIG. 2.—THE TWO RUBBERS RAISED WITH COVER.

washing surface without doing injury to the clothes. On account of the heavy balance wheel, and because the handle that turns the machine is about ten inches from the fulcrum of the crank shaft, the machine works so easily that a child twelve years old can do a washing with it without fatigue. All the light castings are made of malleable iron, and such as come in contact with the water are galvanized; while bolts, nails and screws are heavily tinned. Both the rubbers may be detached and taken out of the machine when it is necessary to clean the machine. Full information as to this successful new article will be

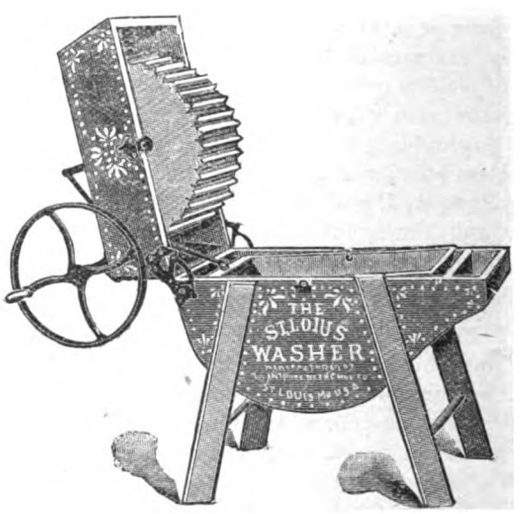


FIG. 3.—RUBBERS IN POSITION FOR WASHING.

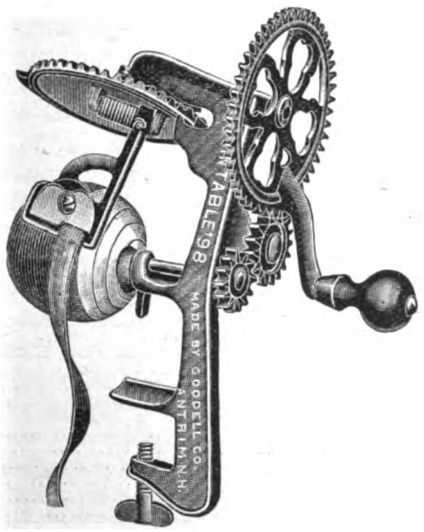
given on application to either the home office at Fort Wayne, that at St. Louis, Mo., or the New York city office, at No. 168 Chambers Street.

Turn Table "98" Apple Parer.

The Goodell Co., Antrim, N. H., who are always adding to and improving their lines of goods, have added the Turn Table "98" Apple Parer, shown in this connection. This machine is entirely new. It combines the principles which made the original Turn Table Parer so popular, with

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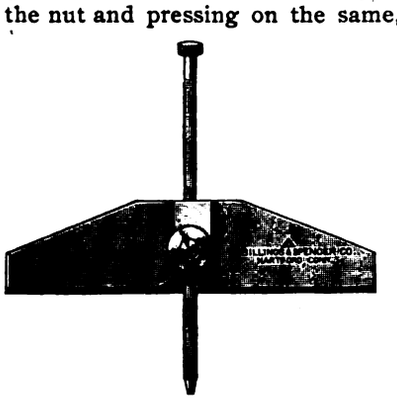
distinct new features which add materially to its effectiveness, and warrant the statement that it fills all the possible requirements of a first class parer. As will be seen by an examination of the illustration, it is inverted, so that the parings fall clear of the working parts. It pares unusually close, at both ends of the apple. The knife, as it passes the end of the fork, recedes, leaving abundant room for



the hand, when placing the apple on the fork. The push-off is entirely automatic, simple but positive. This machine is made in the most thorough manner, and sold for little money. It is not liable to get out of order, runs easily; even when the push-off removes the apple, it is hardly noticeable to the operator, as it works so smoothly and nicely. The Goodell Co. inform us, in addition to the above, that the machine "is strong, does the very best possible work, at the same time it is lighter than machines of similar character, making it cheaper to manufacture and transport. Every one who has examined this machine is more than pleased with it. We are looking for a very large demand, and think no dealer can afford to buy any other machine of this general character without first thoroughly investigating this one."

Quick Adjusting Depth Gauge.

The Billings & Spencer Co., Hartford, Conn., have added to their extensive and well-known line, the Billings' Quick Adjusting Depth Gauge, which is shown in this connection. This is intended for die sinkers, and tool makers. Its form and character can be learned from the illustration shown in one-half size; it is well made, of first-class materials. Its method of operation is thus described: By making one half turn of the nut and pressing on the same, the screw



threaded rod is released from the half nut and can then be moved freely up and down, releasing the pressure; the half nut is locked with the screw, by action of the spring inside the nut. Fine adjustment can then be made by turning the screw. When adjustment is obtained screw the nut tight; this prevents the screw from turning.

Horseshoers' Knife Stone.

The accompanying illustration represents a sharpening stone recently gotten out by the Pike Mfg. Co., Pike Station, N. H., and No. 151 Chambers Street, New York, for the especial use of blacksmiths. It is about 8 inches long by 1¼ inches wide by ½ inch thick, oval shape, but tapered to a thin edge which just fits the hook of a farriers' knife, to which it imparts a much keener, smoother edge than can be given by a file. This stone is made from the well-known Lisbon chocolate rock, noted for its fast cutting



qualities, and is also very strong and durable. It can be used for sharpening butterises, chisels, knives or other tools around a blacksmith's shop. The stones are packed one dozen in a neat display box.

Myers' Brass Cylinder Pitcher Pump.

We are permitted to show in this connection the new Myers Brass Cylinder Pitcher Pump, which the enterprising firm of F. E. Myers & Bro., Ashland, Ohio, are placing

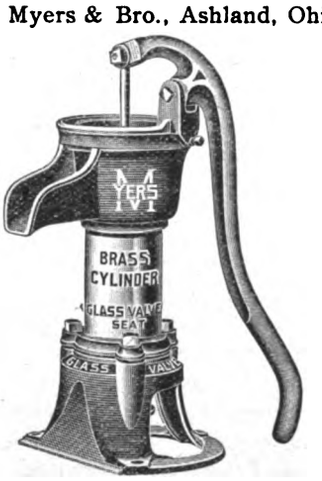


FIG. 1.—BRASS CYLINDER PITCHER PUMP.

upon the market. This pump has a patent glass valve-seat, drop valve, arranged to drop the water, to prevent freezing. In Fig. 1 is shown the pump itself; in Fig. 2, equipped with a patent aerator. This is an entirely new design, in base and throughout, and a neat pattern. It is something the manufacturers have been particular in producing, with a view to meeting the requirements of fine,

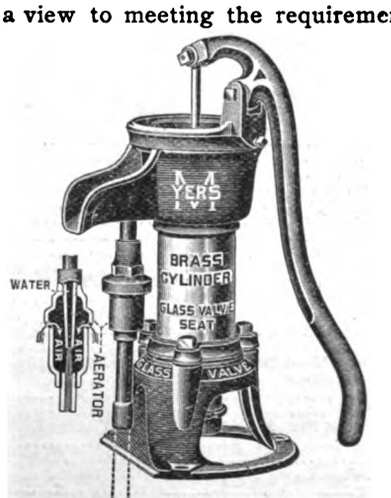


FIG. 2.—WITH PATENT AERATOR.

up-to-date plumbing. No poor work of any kind ever comes from this well-known factory at Ashland, and this new pump can be depended upon in every respect. Full information as to prices, etc., will be sent on application.

A straw indicating the direction of the breeze of popular British feeling for Uncle Sam, may be found in the post-script to a recent order for bicycle lamps from Sunderland, England. It read: "We extend our heartiest congratulations on your great naval victory at Manila."

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Fayette R. Plumb's New List.

Fayette R. Plumb, Inc., Frankford, Philadelphia, announces the following discount sheet, dated May 16, 1898, to apply on the 1898 catalogue now on the eve of being issued, which will be a very complete volume of 600 pages and over, comprising in its contents a number of new goods not on previous catalogues:

	Discount.
Hammers, "Artisans' Choice," octagon pattern adze eye nail	40-12½%
" " " A. E. B. F. & A. E. nail	40-12½%
" Adze-Eye and Adze-Eye Bell Face Nail	40-12½%
" Plain-Eye and Plain-Eye Bell Face Nail	40-12½%
" Vulcan Tool Co.'s Adze-Eye Nail	50%
" " " " Plain-Eye Nail	40-12½%
" Quaker City Mfg. Co.'s Adze-Eye Nail	50%
" Brad	50%
" Carpet	50%
" All Adze-Eye Farriers'	50%
" Plain-Eye and English Farriers'	50%
" "Tinners' Favorite" Riveting and Paneing	50%
" "Tinners'" Riveting and Paneing	50%
" "Tinners'" Riveting and Paneing	50%
" Riveting Adze-Eye	50%
" " Plain-Eye	50%
" Engineers'	60%
" Blacksmiths' Hand	60%
" Coopers'	60%
" Chipping	60%
" Prospecting	60%
" Drill Sharpening	60%
" Carriage Ironers' Hand	60%
" Ball Pein Engineers'	60%
" Machinists', Round Pattern	60%
" 'Machinists' Pride," Octagon Pattern Ball Pein	60%
" Machinists', Octagon Pattern	60%
" Horseshoe Turning	60-10%
" Horseshoe Turning and Fitting, Mallery's Patent	50-10%
" Shoe	40-7½%
" Bill Posters'	40-7½%
" Bricks, Adze-Eye and Plain-Eye	40-12½%
" Boiler Makers' Riveting	60%
" Cornice Makers'	40-12½%
Stair, Cornice Makers	50-5%
Hammers, Belgium and Cobble Pavers'	50%
" Assorted Nail, Riveting and Farriers'	40-12½%
" Assorted A. E. Nail, Farriers' Riveting and Ball Pein	40-12½%
Picks, Prospecting	60%
Hammers, Slaters'	33⅓%
Trimmers, Slate Cutters'	33⅓%
Cleavers, Shingle or Slate	33⅓%
Hatchets, Octagon Pole, Nickel-Plated	40-12½%
" S. C. S., Tobacco	40-12½%
" " Packing House	40-12½%
" " Shingling, Half, Claw and Lathing	40-12½%
" " Broad, Regular and New England	40-7½%
" " A. E. B. P. Shingling and Half	40-12½%
" " A. E. Half Regular Pattern	40-12½%
" " Lathing, Boston and Underhill Patterns	40-12½%
" " A. E. Lathing Octagon, Square and Round Pole	40-12½%
" " Lathing, Chicago and Philadelphia Patterns	40-12½%
" " Firemen's and Ice	40-12½%
" Shingling, Half, Claw and Lath, Half Polished, Green—Bronzed	40-12½%
" Shingling and Half, Octagon Pole, Silver Bronze	40-12½%
" Shingling, Half, Claw and Lathing, Gold Bronze	40-12½%
" Barrel and Broad, Reg. and N.E. Pattern, Gold Bronze	40-7½%
" Vulcan Tool Co.'s Shingling, Half, Claw and Lath, Silver Bronze	50%
" " " Broad, Silver Bronze	40-12½%
" Quaker City Mfg. Co.'s Shingling, Half, and Claw, Painted Blue	60%
" Warehouse	40-7½%
Axes, Camp and Explorers', Full Polished	40-12½%
" Boys' and Hunters', Gold Bronze	40-12½%
" Broad, Ohio, Pennsylvania and Western, Gold Bronze	40-12½%
" Broad, New Orleans, Canada and Ship, Gold Bronze	40-12½%
Adzes, Carpenters', Ship and Railroad, Gold Bronze	40-12½%
" Coopers', Painted Blue	40-12½%
Hooks, Bush, Axe Handle and Two Rings	50-5%
Knives, Hedge, Northwestern and Illinois Patterns	33⅓-7½%
Cleavers	33⅓-7½%
Lamb Knives	33⅓-7½%
Choppers	33⅓-7½%
Splitters, Beef	33⅓-7½%
Cleavers, Western Pork	33⅓-7½%
Axes, Butchers' Killing	33⅓-7½%
Axes, Firemen's and Ice	33⅓-5%
Hooks, Boat and Log	40%
Hammers, Drilling or Striking, Extra Tool Steel	70-5%
" " "	80-12½%
" " " Vulcan Tool Co.'s	80-12½%
" Hand Drilling and Stone Cutters'	80-7½%
" " or Stone Cutters' Handled	50%
" Napping, Butchers' Killing, and Macadamizing	80-7½%
Sledges, Stone	80-12½%
" " Vulcan Tool Co.'s	80-12½%
Hammers, Stone Breaking	70%
" Slashing	80-12½%
Axes, Stone	70-5%
Hammers, Spalling or Stone	80-12½%
" Side	80-7½%
Reels, Masons'	80-7½%
Hammers, Masons'	80-7½%
" Sorting	80-7½%
" Bush, with Leaves	70%
" " Plain	50%
Sledges, Blacksmiths'	80-12½%
" " Vulcan Tool Co.'s	80-12½%
" Horseshoe Turning	80-12½%
" Coal	80-12½%
Hammers, Blacksmiths' Hand, Oil Finish	80-7½%
" Boiler Makers', Riveting Unhandled	60%
Anvils, Plow	70-12½%
Swedges, Collar	60%
" Fullers, Flatters and Hardies	75-5%
Hammers, Set	75-5%
Creasers, Blacksmiths	70-5%
Counter Sinks and Punches	75-5%
Heading Tools	75-5%
Fire Sets, Oval and Taper Patterns	33⅓%
Pritchels	70-5%
Buffers and Knives	70%
Pincers, Regular	60-10%
Buttress, Nippers and Extra Heavy Pincers	40-10%
Button Sets	60%
Fire Sets, Blacksmiths'	70%
Tongs, Straight and Curved Lip	65%
" Special Patterns	40-10%
" Chain and Horseshoers'	40-10%
Coopers' Drivers	33⅓-5%
Sets, Hoop	50%
Chisels, Splitting	75-5%
" Blacksmiths' Cold and Hot	75-5%
Rock Drill Sharpening Tools	70%
Chisels, Cape, Chipping, Round Nose and Diamond Point	60%
" Clap Board and Floor	60%
Pitching Tools and Points, Mallet and Plain Head	60%
Chisels, Stonecutters'	60%
" Brick	60%
Wedges, Falling	80-12½%
" Oregon Pattern	80-12½%
" Vulcan Tool Co., Oregon Pattern	80-12½%
" Lake Superior Pattern	80-12½%
" Stave and Tie	75%
" Truckee Pattern	75%
" Vulcan Tool Co., Truckee Pattern	80-5%
" Wood, Quaker City Mfg. Co.'s	75%
" Stone	75%
" Coal	75-10%
Plugs and Feathers	40-10%
Mauls, Wood Choppers', Oregon, Washington, Truckee, Lake Superior, Straight Cut	80-12%
Mauls, Ship or Top	80-7½%
" Railroad, Standard and Pittsburg Patterns	80-12%
Punches, Railroad Track	75-5%
Chisels, Railroad Track	75-5%
Forks, Rail	70%
Tongs, Rail	70%
Wrenches, Railroad Track	60-10%
Crowbars, Pinch and Wedge Point	70%
Bars, Tamping and Lining	70-10%
Bars, Claw, with and without Heel	60-10%
Picks, Boiler and Mill	50%
" Stone and Quarry	75-5%
" Railroad, Clay, V and T Tamping, Ore	70-2½%
" Contractors'	60-20%
" Surface and Drifting	70-2½%
" Klondike Mining	60-7½%
" Poll	70-2½%
" Coal, Adze-Eye and Common-Eye	60-2½%
" Solid Cast Steel, Clay, T and V Tamping	70-2½%
" " " Surface, Drifting, and Poll	70-2½%
" " " Coal	60-2½%
Eyes, Pick, Railroad, Clay, Drifting, Surface, and Tamping	60-5%
Mattocks, Long and Short Cutter and Pick	70%
" Asphalt	60-5%
Hoes, Grub	60-5%
Froes, Coopers'	60-5%

F.o.b. Philadelphia. Terms, 60 days, or 2% cash 10 days.

Health "Don'ts."

Don't neglect your house drains, nor the drainage about your house. The first condition of family health is a dry and sweet atmosphere. With dry walls, a dry cellar, and drains that carry off refuse without letting in foul gases, half the battle for good health is won.

Don't let your wells or springs be infected by drainage or from other causes. Pure drinking water is indispensable for health at home or anywhere.

Don't keep the sun out of your living and sleeping rooms. Sunlight is absolutely necessary for a right condition of the atmosphere that we breathe and for our bodily well-being.

Don't sleep in the same flannels that you wear during the day.

Don't wear thin socks or light-soled shoes in cold or wet weather.

Don't catch cold. Catching cold is much more preventable than is generally supposed. A person in good physical condition is not liable to colds, and will not fall victim to them unless he is grossly careless. Keep the feet warm and dry, the head cool, the bowels and chest well protected; avoid exposure with an empty stomach; take care not to cool off too rapidly when heated; keep out of draughts; wear flannels; and with the exercise of a little common sense in various emergencies, colds will be rare. If colds were a penal offense, we should soon find a way to prevent them.

Don't neglect personal cleanliness, but use the bath with moderation and in accordance with your general health. The daily cold bath is right enough with the rugged, but it is a great tax upon the vitality of persons not in the best health, and should be abandoned if the results are not found to be favorable, and tepid water used instead. Each man in these things should be a judge for himself; that which is excellent for one is often hurtful for another.

Don't have much confidence in the curative nature of drugs. The above is from the *Phrenological Journal*, which adds: Remember that Dr. Good Habits, Dr. Diet, and Dr. Exercise are the best doctors in the world.

Large type does not always make an advertisement conspicuous.

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Review of the Markets.

Local trade has been anything but brisk since our previous issue, the limited transactions indicating to some extent the effect of the stretch of wet weather we have been suffering from. This has doubtless caused a lessened movement in this season's specialties, having deference to the supplementary orders usual about this time of the year. The indefinite character of the war news keeps new enterprises in the background and deadens the ambition to do business, which would be evident if business only formed the subject of our daily discussions. The apparent necessity on the part of the government for putting forth stronger efforts to bring matters to a focus, gives no great encouragement that the summer months will prove to be unusually busy ones in the marts of general traffic.

The continued prosperous conditions of the West, are reflected here in the general good feeling, which despite war conditions everywhere prevails over the anticipated crops which are likely to be phenomenal, and bids fair to bring prices equally so. The remarkable output of iron and steel and increasing sales made possible by government requirements, have a tendency to prevent prices from weakening to any extent, and so quotations of staple goods are well sustained, and bid fair to remain so.

Wire Nails: With the moderate demand now existing in the wire nail market, but few if any changes are noticeable, the dullness of demand generally affecting this line perceptibly. Large orders are few and far between, sorting up of general stocks throughout the trade being about the principal movement. Prices remain steady as last quoted. Carload lots, f. o. b. mill, $1.35, larger specifications being shaded to $1.30. New York prices are: Carload lots on dock, $1.45; smaller lots from store, $1.55.

Cut Nails: The demand for cut nails continues moderately light, the present conditions not being favorable to any improvement. Carload lots at mill are quoted at $1.10@$1.15. New York prices, as previously quoted: Carload lots on dock, $1.17½@$1.20; smaller lots from store, $1.25@$1.30.

Barb Wire: The market for this staple is in excellent shape, firm as to prevailing prices, and with an ample amount of business in hand, immediate deliveries being frequently difficult to obtain.

The recent meeting in Cleveland, Ohio, of the wire and wire nail manufacturers, which was well represented, while making no change in quotations for Wire Nails, stiffened those on Wire by unanimously adopting the following schedule of prices:

Barb Wire, Painted		$1.40
" " Galvanized		1.70
	Plain.	Galvanized.
Annealed Fence, Nos. 6 to 9	$1.15	$1.45
" " No. 10	1.20	1.50
" " " 11	1.25	1.55
" " " 12	1.30	1.60
" " " 13	1.40	1.70
" " " 14	1.50	1.80
" " " 15	1.60	2.10
" " " 16	1.70	2.20
" " " 17	1.85	2 60
" " " 18	2.00	2 75
Painted Twist Cable		1.40
Galvanized Twist Cable		1.70
Staples, plain and polished		1.40
" galvanized		1.70
Wire Nails		1.30

These prices are made f. o. b. Cleveland and Pittsburg, with differential advances for Chicago, Cincinnati and Louisville of 10c. per 100 pouuds. The trade judging from the reports of the various manufacturers was never in a condition of greater productiveness.

Hammers, Hatchets, etc.: The discount sheet applying to the new 1898 catalogue of Fayette R. Plumb, is given on another page of this paper. Business in this important line is reported as being well sustained, with anticipations for a fine fall trade.

Cordage: Advancing prices have dominated this market for some time and from all appearances are likely to continue. Carload lots are now held on the basis of following quotations, smaller quantities being quoted at a slight advance:

Manila, 7-16 inch and larger	Per pound, 7¼c.
" ⅜ inch	" 8¼c.
" ¼ and 5-16 inch	" 8¼c.
Sisal, 7-16 inch and larger	" 6¾c.
" ⅜ inch	" 7¼c.
" ¼ and 5-16 inch	" 7¼c.

Binder Twine: In sympathy with the advancing prices on rope, binder twine is firm in Eastern factories at following quotations: For carload lots, f. o. b. white sisal, 6¼ cents per pound; Manila, 550 feet to the pound, 7¼ cents per pound.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of May 16th, quote as follows: In lots of less than 5 barrels, 45 cents per gallon; in lots of 5 barrels or more, 44 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE BIRMINGHAM TRADE.

We have learned by the experience of a series of years that May is our dullest month in this section. For this reason, we have adopted this month for taking stock. We are in the midst of that work now, and will close our fiscal year June 1st. This year is no exception to the rule, and just now trade is dull. However, not more so than formerly; in fact, our business has been an increase over former years up to date. All thoughts have been turned, for some time, to the great question of war between United States and Spain. Some people are hesitating, waiting to see what effect war will have upon business, and it has had the effect of making all conservative, and perhaps has limited the purchases somewhat, inasmuch as the policy has been to only keep up the stock, and have on hand such goods as were actually needed. There is no good reason why business should be seriously affected on account of the war in this particular locality, since we are somewhat removed from the scene of action, and everyone is left free to pursue his normal duties. Something has had the effect of putting up the price of wheat and provisions from which our Western friends have profited not a little, and, to some extent, the whole country has shared in this advantage, inasmuch as large quantities of wheat have been exported, and it has been the means of bringing large sums of money, and that of the best kind, to our country.

We notice that the balance of trade has been very largely in favor of our country, which goes a long way towards solving the money problem, inasmuch as it increases our circulation, which seems to be the great desire of many, and that too of the very best kind of money, and demonstrates that there are other avenues for increasing the circulation without resorting to the free coinage of silver, which, to my mind, would tend at first to decrease the circulation very rapidly, rather than increase it, as many think.

We are also glad to note that the railroads have had increased earnings, which is one of the very best indications that the business of the country has been active; in fact, we know of no better way of judging of the general welfare than by watching the tonnage of the railroads and bank clearings, both of which have been unprecedentedly large. We anticipate that business will be good for the coming months, even though we do not anticipate any great advance in prices, except in the way of bread stuffs. The conditions that would tend to affect the prices of the general line of Hardware are somewhat different from what they were in former years when our country was at war. Now, then, we have plenty of good money and a well-established credit, in which not only all of our own people but the entire world have full confidence. Formerly we were consuming more goods than we were making;

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now, then, we can manufacture more than we need when our factories are running full time, which will tend to bring more goods on the market than are needed for our own consumption, and, unless we can find a foreign outlet, it will leave a surplus on the market which will certainly hold prices down to a low level. If our factories could not produce enough for our own consumption, and we had to depend upon foreign markets for our supply, with the difficulties of importing increased, then there would be a good reason to expect an advance, but the reverse of this proposition is true, which we anticipate will have the effect of keeping goods plentiful and the prices low.

We fear that in some parts of the country, owing to the rapid advance in the cost of living through the increased price of provisions, the laborer will feel that he is entitled to greater wages, and we readily admit that this is a forcible argument. Now, as to whether the manufacturers can consent to an increase or not, is another question. The difference of opinion on these lines may result in strikes, and the curtailment of the production by shutting down some of the factories. We hope, however, that this will not be the case, and that all reasonable differences may be properly adjusted, and that business shall continue in its normal course. MOORE & HANDLEY HARDWARE CO.

THE CHICAGO TRADE.

It is years since we have experienced so little trouble in our collection department as we have during the past four months.

Retail dealers in Hardware must have taken the present time, while farmers are being so well paid for their produce, to not only collect their old accounts, but also to inaugurate a system of selling more Hardware for cash.

Another feature of our trade, which we have lately noticed, is more activity in the demand for mechanics' tools; this is certainly an indication of more building and better times.

Prices of goods hold firmly with an occasional advance, and purchasers have about concluded that the bottom is reached in prices.

Our traveling agents are doing a fine business and our mail order trade was never much better than at the present time, so that of late we have been obliged to have our force of order clerks back to the store to work nights.

Prospects for the future were never finer than at this writing. WELLS & NELLEGAR CO.

THE MINNEAPOLIS TRADE.

The general business condition in the Northwest, we believe, was never more favorable than now. The farmers have had two good crop years; that of two years ago was large, but at rather low prices, but a good liberal price per acre; while last year the crop to a certain extent was somewhat of a disappointment, as we had anticipated much more than was received, but they realized high prices, about eighty cents per bushel net to the farmers for their wheat, and in consequence mortgages, as a rule, have been paid off, machinery and store bills paid, and money in the banks. There is more money in the country banks than ever before, and money was loaned on wheat by banks in the Northwest at lower rates than money from the East. As a country banker told the writer a few days ago: "The country tributary to the Twin Cities was never in so prosperous a condition."

The ground for the coming crop is in excellent shape. While we had little or no snow, the swamps, lakes and sloughs were well filled from the abundance of snow the previous winter, and the wet season we had last year, and with just enough rain along during seeding time to give the grain a good start, certainly the conditions are most favorable for one of the largest crops ever raised, while it seems quite probable that the farmers will receive nearly, if not quite, $1 per bushel—a very happy state of affairs for them as well as the rest of the people in the Northwest.

Another thing that makes the outlook very favorable, is the fact that during the past two years the farmer has got such excellent returns *per acre* for his products; everything that he had to buy was sold at very low figures, whether machinery, dry goods, groceries, Hardware, boots and shoes, etc. Certainly this prosperity must make itself felt in the cities. The jobbers are already feeling it to a very great extent. Probably they are turning out a greater volume of goods than ever before, with a little increase in values all along the line.

There is somewhat more building going on here than for some years past, and we think by fall business in this line will be good.

We do not believe that the war is going to hurt us any. We mean by "us" the country as a whole, not only our immediate section. The government will spend $300,000,000 to $500,000,000 in prosecuting this war, all of which will be spent in this country with the exception of perhaps $10,000,000 that was expended in purchasing war ships and munitions of war before war was declared; this will make business good all over the country, in all lines, with very few exceptions.

We do not think, however, that we needed the stimulus of a war, for we believe that conditions were right for good business without it. We believe that we are on the eve of the most prosperous times this country has ever seen. A new era is opening to us. A prediction: We will annex the Hawaiian Islands, we will keep the rich Philippines, also Cuba and Porto Rico, when we have captured them, and the Canaries too, if necessary to take them as a basis from which to operate against Spain; we must have a canal across the isthmus and a canal entirely through American territory to connect the Great Lakes with the sea; our cities suitably fortified, with sufficient men in our standing army to man them; our navy superior to that of any other power with the exception of England; our flag carried by American-built ships to every port of the world and defended as it has not always been during the past thirty years. The war has already united the country as never before. While it is unfortunate that we could not have accomplished the freedom of Cuba without war, there are, we believe, some compensating advantages.

W. K. MORISON & CO.

THE CLEVELAND TRADE.

The patience of Hardware buyers is often tried by visiting salesmen, but the reverse is more often true. Salesmen "take upon themselves the form of servants," and are often treated as menials. They should be treated as friends, for as a rule they are gentlemen, and can correctly measure the men they meet. The contempt they feel for some buyers is more than likely justified. The system of traveling salesmen is equivalent to university extension among buyers. They are kept thoroughly posted by their houses, and are alert to give any information that will be of value to their customers, and take pleasure in covering their wants if there is likely to be an advance, and giving caution if they anticipate a decline. They do this often at their own expense and the expense of their house for buyers they respect.

Ungentlemanly treatment of salesmen is unwise, if for no other than financial reasons, but we cannot figure on the money value of virtue. Every man ought to act manly on his own account and do what he can to make the lot of the other fellow pleasant.

Salesmen are often heard to say: "I dread to call on that man. I always leave him with a feeling of degradation."

The flattery of the mass may be secured by fawning pretence, but only genuine coin wins respect of men on the road; they see through shams, and their good opinion

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outweighs in value that of the same number of any other class of citizens.

I commend this subject for consideration to organized associations, as it might smooth some roughness and straighten some crookedness in business life.

Salesmen are not always perfect, but the example of buyers may sometimes be responsible, as misrepresentation by one causes distrust of others.

A large proportion of buyers are gentlemen; they can skip this exhortation.

The war has materially affected the business of the country, creating hesitation for the present. Rope and twine have materially advanced, so that advanced orders on these goods for the first time in years are a good investment. Friction and competition between the new nail and wire company with outside companies have resulted in a reduction of prices. Bicycle trade is vigorous. Farmers are in better condition than for many years, and this gives promise of a fair business. The iron interest is in a waiting condition, notwithstanding the large demand from the government. Trade for May is looking well.

The departure of a large number of our young men to the war leaves a gloom of sadness; the hope of their early return is universal, and that Spain, the disgrace of the century, will disappear from the map, at least so far as this hemisphere is concerned.

LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURG TRADE.

Patriotism, rather than commercialism, pervades the community at present. Business is given second place in men's thoughts during these exciting days. Yet, despite this fact, the amount of business keeps up to last year, and the genuine improved condition of the country is bound to bring an increased amount of it during this year.

Locally, our mills are all well employed, though still at low prices. We heard of a fifty-ton shipment of crowbars to Russia the other day, which was gotten off in a few days on a rush order.

Pittsburg armor plate and Pittsburg projectiles are coming prominently to the front just now, and will take an important part in the offensive and defensive work of our fleets. That they will prove worthy of the confidence reposed in them we do not doubt.

Spring weather has at last reached us; that is, the sunshine part of it, as we have had a seeming surplus of rain. Warm, dry weather will move off summer goods and bicycles, which have not been going off as fast as they should lately. LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

Trade is very active in this part of the State, and the demand for seasonable goods such as steel goods, lawn mowers, screen goods, bicycles, etc., is in excess of the manufacturers' and jobbers' ability to fill. On fence wire we consider ourselves in luck if we get an order filled inside of ten days, but no doubt this state of affairs will not last much longer now, as the spring rush will soon be over. Smooth wire has advanced 5 cents per 100 pounds, while barbed wire and nails remain the same. We received a circular from one concern making a very low price on nails, and while we had no confidence in the quotation, we sent them an order for 1000 kegs. We received a reply saying the quotation was an error, and made a new price, which was no better than the regular prices. There has been a great many rumors as to the price on nails, but we believe the quotations were made simply to demoralize the price, knowing that they could not fill orders if they got any; or, as in our case, claimed the quotation was an error. These same tactics were resorted to when the National Nail Association was formed.

Rope and binder twine are still on the advance, and it looks very much as though both would be hard to get if the war is not ended soon. Even then it will take the inhabitants on the Philippine Islands quite a while to realize what has happened after they waken up, and we fear many a one will never awaken until Gabriel blows his horn, and we doubt very much whether the music from Gabriel's horn will be in tune with the majority of Spaniards.

We are having too frequent rains for the farmers to get their crops in, and corn planting is going to be late in this vicinity. Grass and wheat are doing well, and we have had no frost to injure the fruit, and, barring any mishap between this and harvest time, farmers will be happy, and in turn make the merchants happy by paying up old accounts.

Columbus has been full of war spirit for the past two weeks, and troops have been leaving almost every day. Camp Bushnell will be almost deserted by the last of this week. The writer saw a regiment marching to the depot to-day and was interested in the pets some of the soldiers carried along with them. Nearly every squad had a mascot of some kind. One carried a duck, another a small goat, another a small dog, while a number of them had dogs too large to carry and led them along in the ranks. They seemed to keep pretty good time, too. Human nature is the same the world over, and men like pets of some kind and get a great deal of pleasure out of their companionship. We hope they will all come back, soldiers, ducks and dogs.

SMITH BROS. HARDWARE CO.

THE OMAHA TRADE.

Trade has shown a little less activity for a short time past, on account of the fact that the farmers are unusually busy with their spring work, and a succession of heavy rains have put the roads in a bad condition. Nevertheless, the volume of business continues to hold up to a very satis-

THREE LEADING GRADES OF GARDEN HOSE:

Belting,
Garden Hose,
Water Hose,
Fire Hose,
Suction Hose,
Steam Hose,
Air Hose,
Tubing.
Packing.
Gaskets,
Valves,
Rubber Tiling,
Rubber Matting,
Emery Wheels,
Specialties,
League Tires.

Carbon, medium-priced, strong, sound and thoroughly reliable, color, slate, made in all sizes and plies; **Oxford,** slightly higher-priced, a fine, well-built hose, gotten up specially for family use, made in colors (red or white), very neat, furnished in ½ and ¾ inch 3-ply; **Double Diamond,** our old reliable, known from Maine to California, a powerful high quality hose of great durability, color, slate, all sizes and plies. Five other grades of rubber hose and two of cotton; full line of nozzles, sprinklers' reels, etc. Write for booklet and full particulars.

New York, 25 Park Place.
Chicago.....143-145 Lake St.
St. Louis.....210 North 12th St.
Philadelphia....308 Chestnut St.
Boston.....24 Summer St.
San Francisco....509 Market St.
Cleveland.. W. H. H. Peck Co.
N. Orl's, Woodward, Wight & Co.
Indianapolis,
Central Rubber & Supply Co.

NEW YORK BELTING & PACKING CO. LTD

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factory figure, and indications point to a continuance of this condition of affairs. The demand for season goods appears to be somewhat in excess of the supply, and considerable difficulty is experienced in securing prompt deliveries. Both grain and stock are bringing prices that bring the purchaser a very satisfactory profit; no complaint is made in regard to the prices of produce, and collections are correspondingly good. The Exposition, which will open on the 1st of June, will, undoubtedly, have a tendency to stimulate interest in the Central West, and give our Eastern friends an idea of the resources and developments of this region in which such rapid strides have been made for a few years past. RECTOR & WILHELMY CO.

THE PHILADELPHIA TRADE.

The long spell of wet weather, which has lasted nearly a month, has naturally had its effect on spring trade; while the war with Spain also tends to promote uncertainty and a waiting feeling.

It is scarcely a cause for wonder, therefore, that dealers should move cautiously until a certainty is reached and better weather arrives, but we are glad to say that both of these now appear to be in prospect. The victory at Manila has done much towards strengthening the situation, while the re-appearance of the sun has brightened the hearts of the farming community, and orders are more plentiful in consequence; with wheat ranging from $1.16 for July up to high-water mark, $1.90 for May, with the prospects of a crop 10 per cent. larger than la t year.

It seems indications point towards prosperity. Manufacturers are very busy on regular work; manufacturers of agricultural implements report a demand far in excess of anything heretofore experienced. Other mills are rushed with government contracts, and, while here and there, exceptions are found, manufacturers, as a rule, are quite busy. A large amount of money is being paid out in wages, while the increased taxation proposed by Congress seems certain to have an effect in advancing prices and raising the cost of all goods. Under these circumstances, it is but reasonable to look for a firmer market, and with a probability of more profitable prices to all hands.

So far changes in prices have been very few; everything is almost on the lowest level, and purchases in reasonable quantities appear to be more than safe.

BIDDLE HARDWARE CO.

THE TOLEDO TRADE.

Although we have not written very much for publication during the last four months, we are still alive and at the old stand.

The fact of the matter is, we have been too busy to give our attention to much of anything else, except to take care of the orders that came to hand. Trade up to the present time has been very satisfactory, the only disappointment being that it was a difficult matter to get seasonable goods, such as wire and nails, poultry netting, etc. No doubt a great deal of this was brought about owing to the very early opening of the Spring weather.

In the last two weeks the excitement arising from the war has retarded business considerably, but no doubt we will soon get the tardy orders with interest.

Grain of all kind is bringing a very good price, and it ought to make the farmers feel good. We also notice that when the farming community does well, business in general is excellent.

Prices in general are advancing, notably rope, glass and a few other lines. Business in Toledo in the manufacturing line has been quite brisk; in fact, our bicycle plants have been so filled up with orders that they could not accept any more. We also see from other factories that their trade has increased all the way from 25 to 100 per cent. over last year. There is also considerable building going on in Toledo.

We also wish to say that three years from now, Toledo will have one of the largest centennial exhibitions that has ever been attempted by any State—The Ohio Centennial!

We wish you would write our friend Smith, of Columbus, and say that, although Toledo may be a way station, (according to his idea) we are wide awake and have friends all over the state of Ohio; in fact so much, that Columbus was not in it at all in the matter of selecting a site for our State centennial, and we wish to invite our friend Smith and others from Columbus to come up to Toledo some time and see just how a *live* city does business. We will guarantee him that he will never forget Toledo.

Collections have been quite satisfactory, and the outlook for business this summer is very good.

STOLLBERG & CLAPP CO.

THE GRAPHITE TRADE.

There is nothing in the "war scare" which has had any effect in reducing the volume of our business. Everything is going merrily along, with April sales showing an advance over several previous years.

Crucibles are in great demand at firm prices. We are protecting customers as much as possible, sharing with them the increase in value of raw stock.

There seems to be, in the South, a disposition to hold off on orders. Our Southern traveling men do not hesitate to attribute lean orders to that cause.

Collections are "steady by jerks," particularly among the smaller houses. The large jobbers do not let anything divert them from regular settlements.

JOSEPH DIXON CRUCIBLE CO.

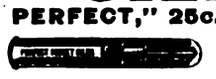
That submarine boat is appropriately named. Holland has been under water before.—*Rochester Democrat.*



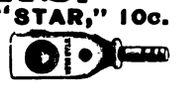
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OILERS.

"PERFECT," 25c. "STAR," 10c.



The Best Oiler in the World.



Second only to the "Perfect."

"LEADER," 10c. "GEM," 7c.





The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
CUSHMAN & DENISON, - 174 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.



Universal Spoke Shave.

Has two detachable bottoms, adapting it equally well to circular work or straight; and, by means of a movable width-gauge, can be used in rabbeting. Either handle can be screwed into a socket on top of the stock, thus enabling the owner to work into corners, or panels.



No. 67. Spoke Shave, for curved or straight work, $1.50

Patriotism and Business.

The flags of the United States and of Cuba hang side by side on the latest patriotic publication sent forth by F. E. Myers & Bro., Ashland, Ohio. These are printed in colors, red, white and blue, and on the reverse page is a portrait of Uncle Sam, who is making a solid roadway from Florida to Cuba, and disposing of the superfluous water by the use of Myers' Pumps in the hands of an army of brownies. On the inside pages, is a ballad that mixes patriotism and business in an attractive manner. The opening verse is as follows:

Let us take a bo'd stand
In our battle with Spain;
Let us never forget
The loss of our Maine;
Let us throw aside indifference.
Become our country's defender,
And force the bold Spaniards
To unconditional surrender.

Getting down to business the poet continues:

That ancient old "chestnut"
I oft have heard tell,
About a "moss covered bucket
Which hung in the well;"
But in this growing age
A man is a chump
Who don't have in his well
A "Myers Force Pump."

The old chain and windlass
Might do for the first,
But we want something quicker
When quenching our thirst.
Throw the "old oaken bucket"
With its moss in the dump,
And put in your well
A Myers Force Pump.

The Retail Merchant of 1900.

What changes may we look for within the next few years? This is a query which all retailers with small capital may well ponder. Already the thoughtful merchant has recognized the necessity for the adoption of safeguards to prevent the loss of capital. It may be said that hard times have made people the more careful of their dimes, or that the great department stores in the cities, with their peculiar methods, have made a hole in the small merchant's profit, or that it is the ever-extending trolley line or the frequent cheap excursions to the large centers. It may be said that it is the mail order houses, supplying the consumer. But, say what you will, there is no denying the fact that changes have come and that changes are still going on. Let every merchant, therefore, fortify his business by adopting the soundest rules. Let him collect his accounts promptly; let him sell more nearly for cash; let him meet competition rationally; let him push profitable goods energetically and restrict his buying to what he can sell, and sell quickly. The necessity of the hour is to make the business pay, whatever it is, or else the retailer must prepare to join the wage workers of the world with whatever grace he can command.—*Exchange.*

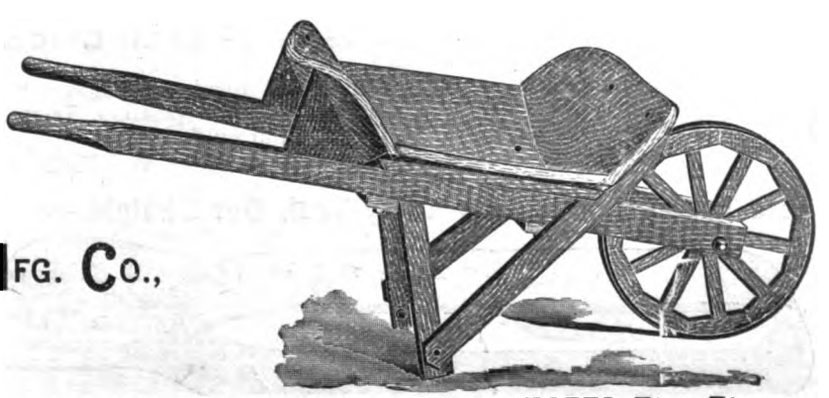
The Geo. H. Clowes Mfg. Co., New York, report large sales of the Calcium King Cycle Lamp, both domestic and foreign. Recent improvements have been made in the bracket, involving a larger adjustment disk, which, on account of having more teeth, admits of finer adjustment, and prevents slipping. The carbophene is now put up in air-tight cartridges, making a neat compact package, from which there is absolutely no odor. The carbophene is subjected to hydraulic pressure, and is now in hard cake form, instead of loose powder as formerly.

The Ausable Horse Nail Co., New York, state that sales of their goods up to May 1st are far in excess of the corresponding months of last year.

A live ad. will often put life into business.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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WE MANUFACTURE

FIRE POTS, TORCHES, BRAZING MACHINES, CORE AND ENAMELING OVENS,

SELF-HEATING TAILOR IRONS,

Confectioners' Heaters, Bicycle Pumps, Wall Torches, &c.

Union Heater Supply Co.,* 91 Congress St. E., *Detroit, Mich.

Electrical Advance of Ten Years.

In spite of the difficulties to be overcome, the electric railway has, in a very few years, put an end to horse-traction on city railways, the cruelties of which—not always to be avoided, perhaps—remain now only as a fading memory. Electric traction has given greater speed, better cars—which are lighted and heated electrically—and a resulting cleanliness and comfort not otherwise attainable.

But facts so evident call for no comment. Meanwhile, it has been shown that single cars may be propelled at high train-speeds with comparative safety. Even sixty miles an hour has been exceeded. It has also been proved, by the construction of several huge electric locomotives for the Baltimore & Ohio Railroad, expressly for tunnel service, that such electric machinery can haul the heaviest train-loads and can more than equal in power locomotives worked by steam.

Electric traction is now generally regarded as the ideal method for elevated railways, and as practically indispensable to underground or tunnel traffic in cities. A new underground road is now being constructed in London, which, when completed, will be a splendid example of the latest methods of the distribution and application of electricity to train-service

Indeed, electricity seems destined at no distant day to play an important part in revolutionizing passenger traffic between large centres of population. The facility with which electric service may be superposed on ordinary steam-roads will greatly further this development. The work with the third-rail system, undertaken by one of our prominent railway organizations, has abundantly demonstrated the practicability of such superposition. The future will witness the growing substitution of either single-motor cars, or two or three coupled cars, for long heavy trains drawn by locomotives; and a more frequent service will result. There is an eventual possibility of higher average speeds, since stops will not consume much time, and the time required to recover the speed after a stop will be much less than at present. There will be no annoyance due to escaping steam, smoke or cinders; no sparks to cause forest or brush fires; no stopping to change engines, nor for taking up water or coal. The locomotive will be supplanted by electric motors driving the axles of the cars as in street-railway service. Cheap fuel can be used to generate the power in the electric stations, and the best conditions for economy of fuel maintained.—*The Forum.*

A great deal of discussion has taken place in business circles recently, in regard to syndicate buying. One of the most marked actions of which we have heard, was that taken by a wholesale house in New York. A certain out-of town merchant yielding, we suppose, to the repeated entreaties of the syndicate's agent, decided to place a small order through them. The syndicate man promptly called on the wholesale house, and asked for the best quotation on the line. List prices were quoted him, and he ordered the goods sent to the out-of-town merchant. This was done, and immediately upon the receipt of the amount of the bill, a check was returned to him for the amount of the discount from list, to which he was entitled, and inclosed was a polite note to the effect that direct orders would always receive the best prices, while orders through syndicates would be filled at list prices in future. The result was an immediate acknowledgment from the merchant, conveying his appreciation of their action and another order.

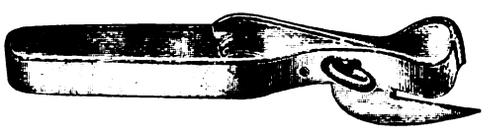
The Berlin Iron Bridge Co., East Berlin, Conn , have just completed for the Conway Electric Street Railway Co., Conway Mass., a steel bridge to carry their electric line across the Deerfield river. This bridge is about 300 feet in length.

The Cuspidor Mfg. Co., formerly of No. 30 Ward Street, Newark, N. J., have taken more commodious quarters at Railroad Avenue and Hamilton Street.

The Strauss-Hanna Cycle Material Co., No. 120 Genesee Street, Buffalo, N. Y., have published a catalogue for 1898, covering their special lines.

THE "KLONDIKE" COMBINATION CAN OPENER AND TACK PULLER.

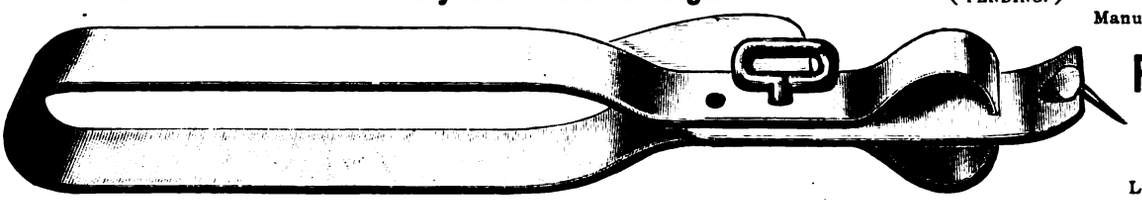
It is the BEST and FASTEST-SELLING 10c. Tool on the Market To-day.



By turning the set screw the blade revolves and brings either tool into position. **Tempered Blade, Plated Handle.** Handsomely put up.

WRITE TO-DAY FOR JOBBING PRICES.

As a Tack Puller it Lifts Every Tack Out Straight. (PAT'S PENDING.)



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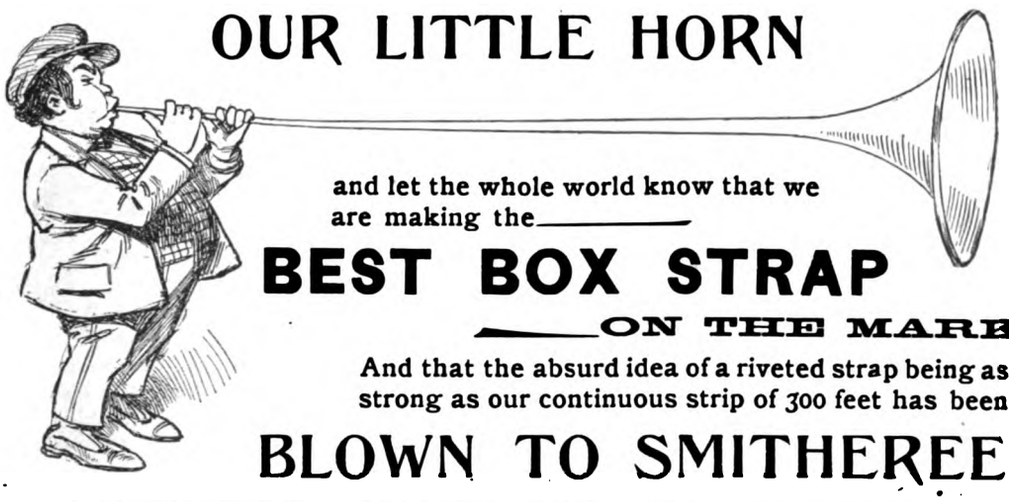
F. J. HALL CO.,

WALLINGFORD, CONN.

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FROM NOW ON WE PROPOSE TO TOOT OUR LITTLE HORN



and let the whole world know that we are making the

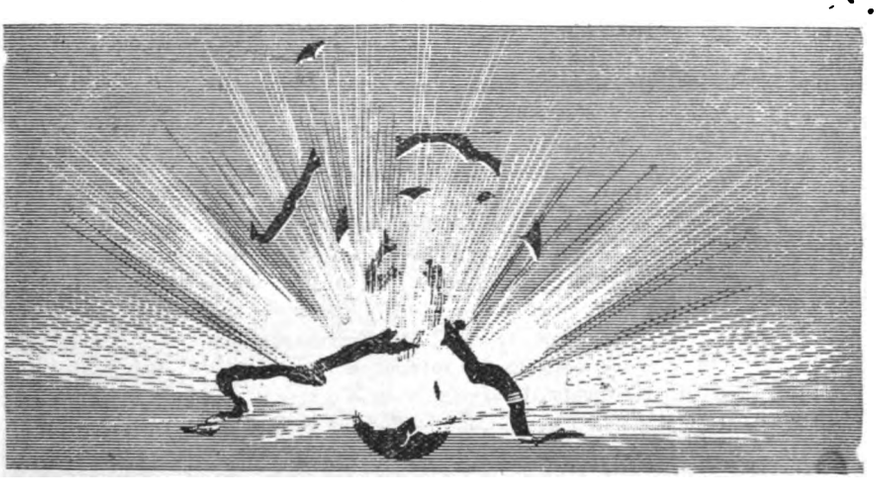
BEST BOX STRAP

ON THE MARKET,

And that the absurd idea of a riveted strap being as strong as our continuous strip of 300 feet has been

BLOWN TO SMITHEREENS.

KNOCKED OUT COM-PLETELY

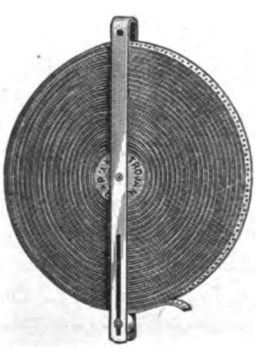


IN THE LATEST "DEWEY" STYLE.

THE REASON WHY.

Breaking Strength of ½ in. Riveted Strap, 210 lbs.

Breaking Strength of our ½ in. NON-RIVETED Strap, **670** lbs.

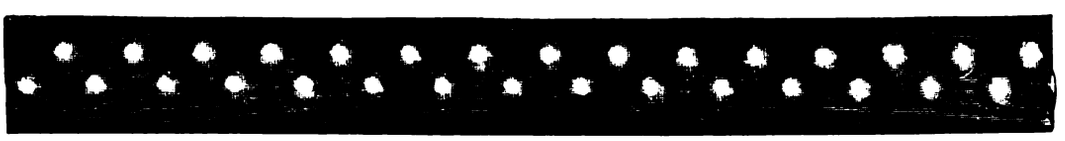


THE REASON WHY.

Breaking Strength of ⅝ in. Riveted Strap, 250 lbs.

Breaking Strength of our ⅝ in. NON-RIVETED Strap, **720** lbs.

OUR IMPROVED "TROJAN" BOX STRAPPING



Is put up in coils of 300 feet (20 coils to the case), on individual hangers or, we supply, free of charge, an Automatic Drop Floor Stand for holding same. Also cut in lengths, as desired, from 4 to 12 feet and packed in bundles of 100 pairs each. Let us write and show how we can save you $5 00 per case.

DE HAVEN M'F'G COMPANY,

50, 52 and 54 COLUMBIA HEIGHTS, BROOKLYN, NEW YORK.

WRITE FOR CATALOGUE.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Brazil, Ind.—The Owl Hardware Co. has been incorporated.

Capac, Mich.—Wagner & Prey, Hardware, new firm, have commenced business in the Seigel Block.

Centralia, Wash.—Wm Kier.

Houston, Tex.—The Bering-Coates Hardware Co. has been incorporated by J. C. Bering, H. W. Coates and J. H. Schumacker. Capital stock, $10,000.

Joplin, Mo.—Rannabarger & Ornduff.

Mohawk, N. Y.—L. D. Ballard.

Pittsfield, Mass.—Frank Blowe.

Stockbridge, Mich.—Mann & Stephens.

Changes and Improvements.

Chattanooga, Tenn. — The Tom Fritts Hardware Co. have moved into their new quarters at No. 715 Market Street, which runs clear through to Broad Street.

Clitherall, Minn.—L. W. Whiting, Hardware, succeeded by B. J. Hoff.

Dallas, Texas.—J. W. Spears, Hardware, etc., succeeded by Central Hardware Co.

Delray, Mich.—E. M. Alexander & Son, have sold out their stock of Hardware to the Delray Hardware Co.

Deshler, Ohio.—John Gribbell, Hardware dealer, has retired from active business, leaving his son, Bert, in full charge.

Elroy, Wis.—John Conway has purchased Frank Smith's interest in the Hardware business of Dixon & Smith. The business will be conducted under the firm name of Dixon & Co.

Farnhamville, Iowa.—Warner & Van Eps succeed to the business of W. H. Wheeler.

Fontana, Kan.—A. L. & Frank Lowe are succeeded by Dunn & Gwaltney.

Foust City, Pa.—M. P. Jacobs has moved his stock of Hardware from the Maxey building into the Ames building, formerly owned and occupied by W. J. Davis.

Genoa, Neb.—William Moran & Bro., Hardware, reported to have dissolved partnership.

Goshen, Ind.—The firm of Sheffer & Lehman, Hardware dealers, have dissolved partnership; Joseph B. Sheffer continuing the business.

Grand Junction, Iowa.—Howard & Honeyman have dissolved.

Greenville, Pa.—Dickey Bros. have dissolved.

Groton, S.D.—H. R. Bartlett, Hardware, sold to W. W. Rounds.

Hanley Falls, Minn.—Martin S. Larson, Hardware, etc., succeeded by Klemhus & Stevens.

Hebron, Ill.—H. D. Walling is about to embark in the Hardware business at Alden, where he has purchased the store property of Lincoln Disbrow.

Hillsboro, Ind.—Sumner & Heffner, Hardware, succeeded by Relyea & Rockwood.

La Crosse, Wis.—F. H. Lloyd, Hardware, sold to the V. Tausche Hardware Co.

Lawrence, Mich.—E. E. Rowland, Hardware, has sold his interest, and the firm is now Kelly & Son.

Maxwell, Ia.—A. C. Cole is contemplating the erection of a large brick block during the coming season. When completed he will move his large stock of Hardware and implements into it.

Memphis, Mich.—Rev. A. S. Andrews has bought the Hardware stock of Hodges & Nankerois.

Middletown, Pa.—The stock of the H. B. Campbell Hardware Co. has been purchased by Hoff & Raymond.

Milwaukee, Wis.—H. M. Horning has disposed of his Hardware store and business to Samuel A. Perkins, who for years has been Mr. Horning's confidential clerk.

Minden, Ia.—The Stuhr Hardware Co. are building an addition to the three large warehouses.

Mount Holly, N. J.—Improvements are being made to the interior of S. P. Cline's Hardware store.

New Haven, Conn —Wooster P. Ensign, who has been engaged in the Hardware business at No. 75 Orange Street since 1876, has moved to the old Derby freight house on Commerce Street, near Water Street.

Orion, Mich.—Bailey & Conn, Hardware have dissolved partnership. They have been succeeded by Bailey & Son.

Park River, N. D.—Lofthus & Hanneman, Hardware, succeeded by L. B. Booth.

Piedmont, Va.—W. E. Wayland & Co., Hardware merchants, have sold out to Cox & Co., of Amherst.

Riceville, Iowa.—James S. Cole, Hardware, succeeded by C. E Bucknam.

Roseburg, Ore.—Churchill, Wooley & McKenzie, Hardware, succeeded by Churchill & Wooley.

San Antonio, Texas.—The Heusinger-Basse Hardware Co. have moved into the H. B. Shiner building, Nos. 416-418 Military Place.

Sandy Lake, Pa.—W. A. Ride has started a branch store, consisting of a stock of Hardware and general merchandise, at Centertown, and has put Ralph L. Eberman in charge.

South Webster, Ohio.—W. E. Trippe has purchased the Hardware store of Martindale & Edmunds.

Titusville, Fla.—F. T. Budge, Hardware, has sold out his stock to Captain Prichard.

Tracy, Minn.—I. Jacobson, Hardware, reported to have sold out.

Walker, Iowa.—J. D. Isham is succeeded by Isham Bros. & Colyer.

Warrensburg, Mo.—C. C. Ridley has removed his Hardware store to the Nickerson building on North Holden Street.

Ypsilanti, Mich.—The Connor Hardware Co. will erect a new building on the site of the old one.

Business Embarrassments.

Astoria, Ill.—E. B. Lynch, Hardware, closed by sheriff.

Boston, Mass.—Eldridge, Winnek & Irving, wholesale Hardware, reported to have made an assignment.

Covington, Tenn.—M. A. Walker, Hardware dealer, has made an assignment. Assets, $18,000; liabilities about $14.000.

Lansdale, Pa. — Gilbert L. Thompson, Hardware dealer, has failed.

Lockport, N. Y.—S. Olin Seager, Hardware dealer, has made an assignment.

New York, N. Y.—Mrs. Margaret McCarthy, dealer in builders' Hardware, No. 2257 Third Avenue, has made an assignment. Liabilities, $4000; assets, $6000.

Oneida, N.Y.—Coe & Timmerman, Hardware, reported to have made an assignment.

Quincy, Mass.—Charles B. Tilton, Hardware, reported to have made an assignment.

Burglaries in Hardware Stores.

Aberdeen, Md.—James A. Wiles, cutlery.

Billings, Mont.—P. Yegen & Co., cutlery.

Centreville, R. I.—Uriah Arnold Estate, cutlery.

Decatur, Neb.—James Ashley, revolvers.

Los Angeles, Cal.—Harper & Reynolds, $250.

Marietta, O.—Hagan & Schad, knives.

Middlepoint, O.—Chas. Askins, revolvers.

New Castle, Pa.—McNabb Bros., merchandise.

Painesville, Ohio. — G. W. Blackman's Sons, cutlery.

Portsmouth, Ohio.—H. D. Oberling, $50.

Readfield, Me.—Wm. A. Ladd, razors.

Steelton, Pa.—Keller & Mumma, $200.

Recent Fires.

Albuquerque, N.M.—The Whitney Hardware Co.'s store has been damaged by fire.

Allentown, Pa.—The building of the M. C. Ebbecke Hardware Co. has been destroyed by fire.

Dodge Center, Minn.—F. D. Shultes Co.'s Hardware, damaged by fire.

Elizabeth, N. J.—The Sullivan Paint & Hardware Co.'s stock destroyed by fire. Loss, $10,000; mostly covered by insurance.

Excelsior, Minn.—The Hardware store of O. C. DeGroodt & Son has been destroyed by fire.

Genesee, Pa. — Elmer Hardware Co.'s store destroyed by fire.

Mason City, Ia.—Miles Hardware Co. Loss, $2000; fully insured.

Philadelphia, Pa.—The Reading Hardware Co., No. 617 Market Street, damaged by fire, at a loss of $18,000.

Pine City, Minn.—H. N. Welch, Hardware, damaged by fire at a loss of $3500.

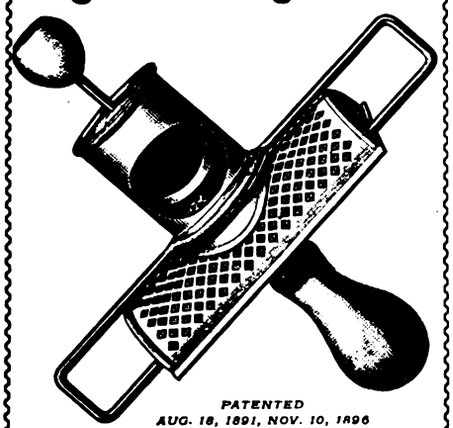
Pine City, Minn.—Louis Patricks, Hardware, damaged by fire at a loss of $3000.

Williamsport, Pa.—The Hardware store of Carewell & Corcoran has been destroyed by fire. Loss, $3000.

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THE NEW 1896

Edgar Nutmeg Grater.



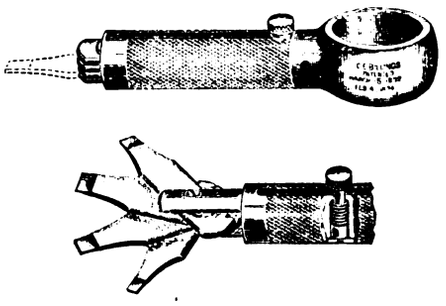
PATENTED
AUG. 18, 1891, NOV. 10, 1896

The ONLY good Nutmeg Grater ever made.

Ask your jobber for it, or send to us for sample.

EDGAR MFG. CO.,
READING, MASS.

BILLINGS' MAGAZINE SCREW DRIVER.



Patented { Mar. 15, 1892. Feb. 4, 1896.

Four sizes of Screw Drivers contained in One Handle.

A Neat Tool for Sportsmen, Electricians, Machinists, Etc.

DROP FORGINGS AND MACHINISTS' TOOLS.

THE BILLINGS & SPENCER CO.,
HARTFORD, CONN., U. S. A.



KEARNEY & FOOT CO. 100-102 Reade Street, NEW YORK.

The BEST Drill on the market.

THE ST. LOUIS WASHING MACHINE.

UNEQUALED IN EFFICIENCY,

Capacity, and Perfect Working Qualities.

Consrtucted on Scientific Principles. A long felt want supplied. Actual trial has proven beyond a doubt that it will

Wash Cleaner,

Quicker, with More Ease and Less Injury to the Clothes than any Machine now in Use. . .



Patent Applied For.

The St. Louis Washer is a double acting machine, working with two cylinders in opposite directions at the same time, thus cleansing the clothes more thoroughly than could possibly be done on the old fashioned board or any other washing machine now on the market. It is so arranged that it is absolutely impossible to tear the clothes, and works so simply and easily that a child can work it without fatigue.

New York Office, 168 Chambers St.

Man'f'd by the **ANTHONY WAYNE MFG. CO.,**
Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.



PAIL EARS & SAUCEPAN HANDLES.

Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired. . . .

Send for Catalogue.

BERGER BROS. CO.,
PHILADELPHIA, PA.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,
EAST BRIDGEPORT, CONN.

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., **Allegheny, Pa.**

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Binghamton, N. Y.—The Osgood Scale Co. has been incorporated by Horton B. Osgood, Louis A. Osgood and Orlando J. Fowler. Capital stock, $30,000.

Charleston, S. C.—The Automatic Scale Co. has been incorporated with Walter Pringle president; George A. Wagener, vice-president; H. Pringle, secretary and treasurer, and Benjamin Simons, general manager. Capital stock, $50,000.

Columbus, Ohio.—The Hann Mfg. Co. has been incorporated by Chester K. and Alice M. Hann, C. W. Baldwin, Campbell M. Voorhees and Earl C. Peters, to manufacture grass catchers and like Hardware specialties. Capital stock, $10,000.

Dubuque, Ia.—The Novelty Iron Works has been incorporated by George E. Davis, E. H. Hoadford, G. A. Wchenkowitz, B. F. Richardson and John Hebler. Capital stock, $15,000.

Macon. Ga.—The Mallory & Taylor Iron Works has been incorporated for the operation of iron works, machine shops, etc. Capital stock, $25,000.

New Haven, Conn.—The Peck Brothers & Co. have filed a certificate of organization in the Secretary of State's office. The capital stock is $600,000. The purpose for which the company is organized is to manufacture and deal in brass goods of every description, also plumbers' supplies and Hardware. The stockholders are: Pierce N. Welch and H. C. Warren, of New Haven; Frank C. Hollins, of New York; Joseph Porter, of New Haven; William H. Hart, of New Britain; C. E. Bray, of New Haven; W. H. Prescott, of Rockville, and Walter Camp, of New Haven.

Norfolk, Va.—The Hydrolian Heating Co. has been incorporated, with H. P. Maxwell, president; B. J. Reynolds, vice president, and Alfred Clay, secretary-treasurer, for the purpose of manufacturing heating systems, etc. Capital stock, $50,000.

Racine, Wis.—The Lakeside Malleable Iron Co. has been incorporated by William Horlick, David G. Janes and Thomas T. Wood. Capital stock, $17,000.

St. Louis, Mo.—The Star Bucket Pump Co. have filed articles of incorporation. Capital stock, $40,000, fully paid. George M. Brown, D. D. Fisher, C. A. Bartliff and D. J. Dowling, incorporators.

Westport, Conn.—The Atlas Shear Co. has filed a certificate of organization in the Secretary of State's office. The capital stock is $20,000, and the company has been organized for the purpose of manufacturing shears, scissors, etc. The stockholders are: H. Jennings and John J. Alvord, of Greens Farms, and George Hughes, of Southport.

Changes and Improvements.

Anderson, Ind.—The Cincinnati and Anderson stockholders and anti-trust men are reorganizing to reopen the J. P. Hazen Co. wire nail mills at this place. The new organization means the addition of the rolling mill. John P. Hazen, of Cincinnati, was the head of the old company.

Anderson, Ind.—The Schofield Bolt Co. are centralizing all of their manufacturing institutions in Cleveland. The Schofield Bolt Works in this city have been closed. The machinery is being shipped to the central mills. They have already arranged to transfer their buildings at this point to manufacturers of other lines.

Braddock, Pa.—The Carnegie Steel Co. will shortly commence the work of enlarging the old rail mill of the Edgar Thomson plant at this place.

Carlisle, Pa.—The car shops of the Carlisle Mfg. Co. have been purchased by the Hamilton-Adams Railway Equipment Co., of Philadelphia. Possession will be given at once, and about 300 men will be employed in manufacturing projectiles, frogs and switches, and steel railway ties. These works have been idle for a number of years and their reopening amounts to the same as the establishment of a new industry.

Christy Park, Pa.—An addition is being built to the United States Seamless Tube Co.'s plant. The new structure is to cover about 100 feet.

Cleveland, Ohio.—The HP mill of the American Steel & Wire Co. resumed operations in all departments, except the rod mill, recently, the men having accepted the same reduction as was made in the American mill some weeks ago. This is the third mill of the American company in Cleveland to resume work.

Geneva, Ohio.—The Geneva Tool Co. is going to erect a new warehouse this season to cost about $15,000. P. W. Tuttle, the president of the company, is already negotiating with the Lake Shore Co. for the laying of a new side track with which to reach the new building.

Hamilton, Ont.—The Ontario Tack Co. propose to build an addition to their factory on Queen Street.

Harrisburg, Pa.—The Pennsylvania Steel Co. will likely start its Lochiel Furnace in June. This furnace has been idle for six years.

Jeffersonville, Ind.—The Falls City Chain Works has filed articles of incorporation. Capital stock, $20,000.

Louisville, Ky.—The Consolidated Steel & Wire Co. will probably locate a branch factory at this place. This company has already three warehouses in Louisville, which is the distributing point for the South.

New Castle, Del.—It is announced that the Delaware Iron Works, which have been idle for many months, will resume operations in the near future, giving employment to 750 men, and bringing about $8000 weekly into the town.

Plattsburgh, N. Y. — The Plattsburgh Foundry & Machine Co. have purchased an eight foot swing engine lathe, with an eighteen foot bed and weighing fifteen tons. It is capable of boring and trimming a locomotive drive wheel, or any large size pulley and is the largest tool of its kind in Northern New York. The company is experimenting in the manufacture of aluminum, and will probably put in a plant for its manufacture before Fall, in connection with their present business.

Reading, Pa.—The Carpenter Steel Works are so busy on projectile work for the United States Government that the Johnson Foundry & Machine Works has been given part of the work.

Salem, Ohio.—The nail mill here will be started at once under control of the American Steel & Wire Co. Wages will not be reduced as at some of the other plants. All old employes will be given work.

Recent Fires.

Chester, Conn.—The factory of the A. H. & J. F. Deuse Co. manufacturers of augers, etc., has been destroyed by fire. The loss is estimated at $8000; insurance, $5000

Ottawa, Ont.—J. H. Connors' washing machine factory, between George and York Streets, on Sussex Street, has been destroyed by fire. The loss is estimated at between $8000 and $10,000; partly covered by insurance.

Miscellaneous.

Pittsburg, Pa.—Orders have been placed with American manufacturers for 36,000 tons of steel rails and 4230 tons of fishplates for the Eastern Chinese railway, now building in Manchuria.

Pittsburgh, Pa.—The Westinghouse Electric & Mfg. Co. is making delivery to the railroads, for shipment to Paris, France, of a complete electrical equipment for the underground and surface street railways of that city. The order, it is said, is a large one, and comprises machinery for both power and lighting. They have also closed a contract for the furnishing of a complete electrical equipment for the San Jose Light & Power Co., of San Jose, Cal. The order comprises all kinds of electrical machinery, and will foot up close to $150,000.

Shelby, Ohio.—It is stated that the Shelby Steel Tube Co. have received an order from the United States Government for steel tubing for using in the new war vessels now in process of construction.

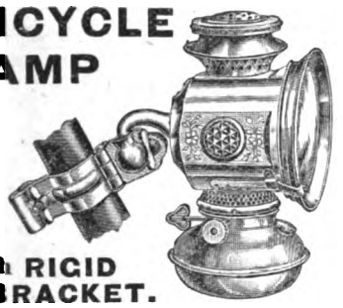
Trenton, N. J.—The John A. Roebling's Sons Co. have just completed an enormous submarine cable for the Western Union Telegraph Co., to be used for the transmission of telegraphic messages beneath the deep waters of Puget Sound, between Port Angeles and Victoria. The most notable fact about the cable is its great length, being 29 miles long, with but a single splice over its whole extent.

Woodbine, N. J.—A large brick factory for the use of the Universal Lock Mfg. Co. is being built in this town.

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THE BANNER

BICYCLE LAMP

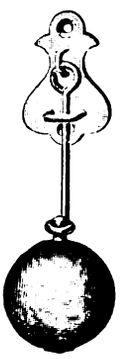


With RIGID BRACKET.

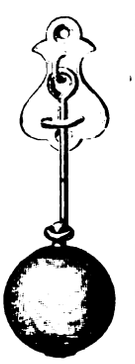
Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick isadjusted nothing can move it up or down till you unlock it. . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

No Slam.



The No-Slam Screen Door Check will prevent the slam of the screen door which so often breaks in on the summer days' quiet. The comfort that comes with the attachment of this little noise-preventer is an argument in favor of its general use. The Hardware dealer should keep it, talk about it and sell it. It is a summer necessity.



SARGENT & CO.,

New Haven, Conn. New York. Philadelphia. Boston.

TRY SOMETHING NEW.

The PLANET LEATHER



Dust Beater.

They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

Our Covers are the most attractive ever presented for Catalogues, Booklet, etc The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.
NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U. S. A.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852.
Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS - - SEND FOR CATALOGUE.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of HARDWARE. MANUFACTURERS having JOB LOTS will find me a ready purchaser. RETAIL DEALERS will find my prices lower than any house in the business. . . .

A. N. JACOB, 401-403 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,
80 Pine Street, New York.
FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.

"With Gratifying Results"

New York Belting & Packing Co., Ltd., New York. [*Belting, Garden Hose, Water Hose, Steam Hose, Packing and Rubber Specialties*]: We have been carrying quite a prominent advertisement in HARDWARE with gratifying results. That we expect to continue this advertisement is the best evidence we can give of our regard for it as an excellent medium.

PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in HARDWARE a magazine progressive and enterprising.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Amesbury, Mass.— The Atwood Automatic Tire Inflation Co. has been organized here with a capital of $50,000. The company will manufacture a patent slot machine for inflating bicycle tires.

Augusta, Me.—Kendall Rubber Tire Co., have been incorporated, to make rubber tires for vehicles. Capital stock $250,000.

Ballston Spa, N. Y.—E. H. Groat.

Bangor, Me.—Bangor Bicycle Co.

Bucksport, Me.—Chandler & Haraden.

Buffalo, N. Y.—The National Bicycle Repair Co. Capital stock, $5000. Directors: Charles S. Converse, Carl Furstenberg, Lillie B. Converse and Anna E. Furstenberg, of Buffalo.

Canby, Minn.—John Walseth.

Chicago, Ill.— Chicago Pneumatic Co. has been incorporated by Blewett Lee, Dwight Lawrence and Thomas F. Sheldon; to maintain and operate a system of pneumatic tubes. Capital stock, $100,000.

Chicopee Falls, Mass.—Victor Sporting Goods Co., manufacturers, incorporated under same style.

Elmira, N. Y.—Elmira Bicycle Rack Co., has been incorporated. Capital stock $6000.

Falls City, Ind.—Falls City Cycle Works has been incorporated, with a capital stock of $20,000.

Kittery, Me. — Cummings Speed Controller Co. has been organized with Benjamin F. Bunker, president; Albert D. Crombie, treasurer; for the purpose of the manufacture and sale of speed controlling machinery. Capital stock, $200,000.

Newark, N. J.—The Columbus Bicycle Co. have opened their new store at No. 8 Central Avenue.

New York, N. Y.—Mesinger Bicycle Co. Capital stock, $30,000. Directors: Charles H. Fountaine, of Clifton, N. J.; Charles A. Watson, of Brooklyn; William A. Hulburt and Myron H. Hulburt, of New York City.

Paterson, N. J.—The Pedersen Lever Bicycle Co. Capital, $25,000. Corporators: George A. Bigelow, of Worcester, Mass.; Alfred W. Greenwood, of Paterson, and Johannes T. Pedersen, of New York.

New York, N. Y.—Waverly Bicycle Co. Capital stock, $25,000. Directors: William L. Duryea, Nyack; Percy S. Tunison, Ridgefield Park, N. J.; Irving D. Tunison, Brooklyn.

Portland, Me.—The Wheelman's Automatic Inflator Co. has been organized with Irving H. Atwood, president; Eben W. Freeman; for the purpose of dealing in materials for the inflation of bicycle tires. Capital stock, $50,000.

Rich Hill, Mo.—Dalt Elpperson will open a bicycle repair shop at this place.

Richmond, Mo. — O. W. Hummell has purchased a bicycle store.

Rockville, Ind.—John Pruett has established a bicycle factory.

Sioux Falls, S. D.—Asa McCarthy has opened a bicycle livery and repair shop at No. 121 West Tenth Street.

Terre Haute, Ind.—The Automatic Bicycle Support Co. has been incorporated by Robert Brown, Charles Holbert, Rice C. Simpson, Wm. Sampson, Charles B. Butler, Millard F. Smith and Abram L. Cabell. Capital stock, $1000.

Washington, D. C.—D. N. Walford, sporting goods, No. 909 Pennsylvania Avenue, has added bicycles to his stock.

Washington, D. C.—Washington Circle Cycle Co., located at No. 2125 Pennsylvania Avenue.

Changes and Removals.

Anderson, Ind.—The Anderson Bicycle Co., which was recently sold at receiver's sale to J. B. Lott, has been reorganized under the name of Erie Cycle & Mfg. Co. The plant is in operation. Two local retail stores have already been established.

Baltimore, Md.—The plant and equipment of the Shepherdstown Specialty Mfg. Co. was sold at public sale by trustees, and bought by William J. Knott, the principal creditor. The price it brought at the sale, $5025, was nothing near the cost of the establishment.

Boston, Mass.—The John P. Lovell Arms Co. have leased the entire building at Nos. 163 to 165 Washington Street, Boston, for their Boston branch, and will open what it is claimed will be the largest sporting goods store in New England. The repair shop and shipping rooms will be in the basement and the bicycle salesroom on the second floor. Several thousand dollars is being expended in refitting the place.

Chicago, Ill.—F. W. Morgan, bill of sale to Morgan & Wright, bicycle tire manufacturing plant; consideration, $19.888.

Cleveland, Ohio. — The differences between the Lozier Co. and the Metal Polishers' Association over the employment of girls in the Lozier factories have been amicably settled and the strikers have returned to work.

Galveston, Tex.—Murray & Mabry have sold out.

Hudson, Mich.—Knapp & Gordanier, dissolved.

Kenton, Ohio.—Will Ridgely has sold a half-interest in his business to M. A. Smith.

Long Branch, N. J.—Luther & James have been succeeded by B. A. Luther.

Marion, Ohio.—Fowler Bicycle Agency has been purchased by F. Haberman.

Marshalltown, Iowa.—E. E. Harlan, bicycles, has commenced business, having purchased the bicycle stock of Mr. Benjamin.

New York, N. Y.—Butler Hard Rubber Co., succeeded by American Hard Rubber Co.

Orlando, Fla.—J. H. Mooney, bicycles, has moved his business ino the Menefee corner.

Philadelphia, Pa. — The Ellwood Ivins Tube Co., whose mills are at Oak Lane Station, announce that they have been granted patents covering substantially the making of tapered seamless tubing and tapered fork sides. The patents seem to be very broad, the company claiming that patent No. 601,966 covers any seamless drawn tubing having the walls of greater or less thickness between the ends than at the ends, the difference in thickness exceeding two gauges.

Philadelphia, Pa. — T. B. Reinick, removed to No. 409 Cherry Street.

Port Huron, Mich.—A. G. Bowers & Co., bicycle repairers, No. 1102 Military Street, have commenced the manufacture of bicycles.

Richmond, Ind.—The Richmond Bicycle Co. has been sold by order of the creditors.

Springfield, Mass.—F. E. Battey & Co., bicycle repairers, succeeded by F. E. Battey.

Springfield, Mass. — Holden & Baggs, agents for the Silver King and Queen bicycles, on Dwight Street, have leased floor above their store, and fitted out a complete bicycle factory as a repair shop.

Westboro, Mass.—The Cycle Improvement Co. will remove its plant to Waltham, in the Fall.

Recent Embarrassments.

Buffalo, N. Y.—The Buffalo Wheel Co., bicycle makers, have made a general assignment for the benefit of their creditors.

Buffalo, N. Y.—Wm. C. Boak, dealer in bicycle supplies, has made an assignment. His liabilities, it is believed, will equal, if not exceed, his assets, amounting to $75,000.

Chicago, Ill. — Lincoln Bicycle Co., reported to have appointed a receiver.

Chicago, Ill.— M. E. Griswold Co., assigned.

Middletown, Conn.—The Mills Bell Co., manufacturers of bicycle bells, reported to have appointed a receiver.

Minneapolis, Minn.—A. F. Sweetser has been discharged as assignee of the S. F. Heath Cycle Co., he having wound up the estate and petitioned the court to that effect.

Springfield, Mass.—The directors of the Warwick Cycle Mfg. Co. have decided to assign all property of the concern outside Massachusetts to the assignees of the company to facilitate a settlement of business affairs.

Worcester, Mass. — John C. Speirs, as John C. Speirs & Co., makers of drop forgings, has filed a petition in insolvency. The assets are said to be about $33,000 and the liabilities in excess of that amount.

Recent Fires.

Boston, Mass.—L. C. Chase & Co., dealers in bicycles, damaged by fire at a loss of $40,000.

Munoy, Pa.—The Hess Bicycle factory, completely destroyed by fire.

St. Paul, Minn.—Larson & Moe, bicycles, destroyed by fire.

West Superior, Wis. — Hunter's Cycle shop has been destroyed by fire.

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WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.
PERCUSSION CAPS
OF ALL KINDS.
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.
TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.



THE CODLING MFG. CO.,
BRISTOL, CONN.
Manufacturers of . . .
COMPRESSED CORK GRIPS.
LINED OR UNLINED.
All Sizes With every style of tip.

The Very Latest.
Patented Aug. 24, '97.



The "Eclipse Cleanable" Refrigerator is original.

It is the only removable ice chamber refrigerator having a removable flue through which pure cold dry air is introduced in the bottom of the provision room, getting under and between the provisions, and forcing the warm moist air and odors upwards, and creating a positive current or circulation. All other makes are imitations of the first crude removable tank refrigerator introduced years ago, and have an ice box set in top, from which cold, heavy air falls by gravity and forces downward the objectionable matters. THE ECLIPSE HAS THE LARGEST ICE CAPACITY.
HAS ALL THE CLEANABLE FEATURES OF OTHER MAKES.
HAS MORE TALKING POINTS THAN ANY OTHERS.

THE ECLIPSE REFRIGERATOR WORKS, BURLINGTON, VERMONT.

CORBIN BELLS
THE BEST
BRISTOL BELL CO.
BRISTOL, CONN., U.S.A.

NEW CUSTOMERS? Yes, and increases your sales in other lines—



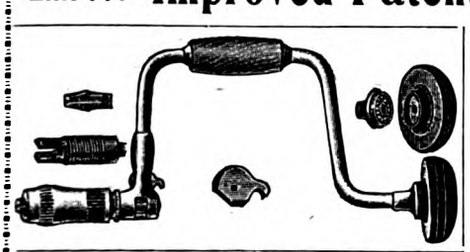
"DUBLEOOK" BICYCLE HANGER
Hangs wheels off the tires—that preserves them—and is the very best and most convenient thing out for cleaning. No stooping; all parts free. Nickeled, with screws and rubbers, post-paid, all dealers carry it...**50c.**
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UNDERHILL, CLINCH & CO.,
94 CHAMBERS STREET, NEW YORK.

O. Ames & Sons' Shovels, Spades, Scoops.
Geneva Tool Co.'s Cast Steel Hoes, Rakes, Etc.
Sheble & Klemm's Manure and Hay Forks.
David Wadsworth's Scythes.
English Riveted Scythes, Grass Hooks and Shuffle Hoes.

Send for our Agricultural Catalogue showing goods carried in stock and new prices.

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LANCASTER, N. Y.
Complete Line... **Improved Patent Braces.**



Lever Blade for Ratcheting.
Perfect work with any size of Bit.

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SPEIRS BICYCLES
RUN FAST - MADE TO LAST.
ALSO MANUFACTURERS OF
HUBS AND PEDALS
SPEIRS MFG. CO. WORCESTER, MASS.
GUITERMAN, ROSENFELD & CO., EXPORT AGENTS
35 SOUTH WILLIAMS STREET NEW YORK CITY.

We sell direct to the rider where we do not have an agency. Write us for prices.

Correspondence Solicited. *'98 Catalogue Ready.*
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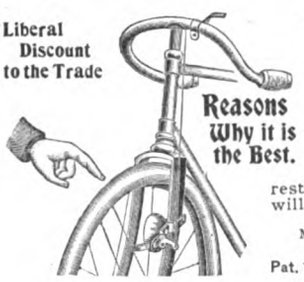
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Will not Creep or Travel Within the Channel.

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Cincinnati, Ohio. Chicago, Ill. San Francisco, Cal.



Liberal Discount to the Trade

Reasons Why it is the Best.

The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. Price $1.00 each.

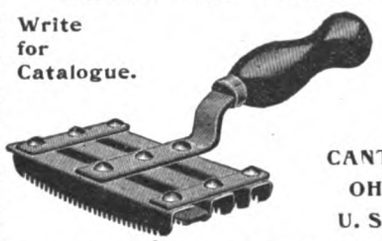
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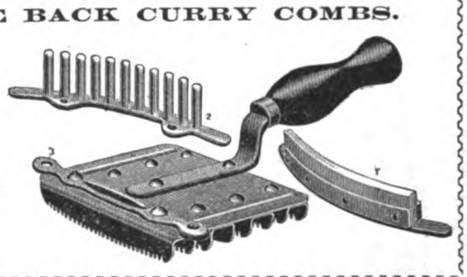
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STIFF and FLEXIBLE BACK CURRY COMBS.

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GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

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Why use expensive, inaccurate wire or sheet metal gauges when you can have Micrometer Calipers at the same price? The Lightest Micrometer, only 1¾ oz. We want all live dealers to sell them. Write for catalog.

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A New Marty Rat Trap



No. 3½.

Slightly smaller than No. 3, but the same in every other respect. Made to meet the competition of worthless imitation traps by furnishing a genuine at a cheap price.

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BURDITT & WILLIAMS, - BOSTON, MASS.

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SEED'S Four-in-Hand Drop Forged Steel COMBINATION TOOL, Nickel Plated.

Bicyclist's Pocket Companion.



Hammer, Tack Puller Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

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Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"SATISFIED WITH 'HARDWARE.'"

Schoverling, Daly & Gales, New York. [*Bicycles, Guns, etc.*]: We have every reason to be satisfied with our advertising in HARDWARE.

"WELL PLEASED WITH 'HARDWARE.'"

W. W. Johnston, Bartlett, Ohio: Enclosed find $1 to pay my subscription to your journal. I am well pleased with the paper, and think it would pay all dealers in Hardware to take it.

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Fred. A. Welles, Milwaukee, Wis.: I like your paper first rate, and I read the advertisements as well as the rest.

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New HOWARD CHAINLESS
To be given in exchange.

OUR Advertising Department proposes to give ten latest Improved Howard Chainless Bicycles, valued at $125 each, in even exchange for an equal number of the oldest bicycles of any make, in good order and condition for use. Awards to be decided from applications sent in before the 4th of July.

All You Have to Do is to send to us in a sealed Envelope:—1. Your name, residence and postoffice address. 2 The name, factory number and description of the bicycle. 3. If you want our illustrated catalogue send two 2-cent stamps.

If you have an old bicycle you merely send the required information. It may bring to your door the best bicycle in the world in exchange for your old one. This is no scheme to secure a payment, subscription, or admittance for an agent. We want the names of people who can use good bicycles. We make HOWARD CHAINLESS BICYCLES exclusively and want to sell one or two in every town this season. Have been making chainless bicycles for years. If no agent in your town handles the Howard Chainless we will allow the first person who buys a liberal amount for his old wheel and offer him an agency.

Advertising Department **HOWARD CHAINLESS CO.,** 760 Summer Ave., Newark, N. J.

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Are making a pleasant and profitable addition to their business. More Hardware Dealers are selling **"Imperials"** as a side line than any other class of merchants, and WHY?

"Imperial Wheels" The Go-Lightly Kind

Registered Trade Mark.

are easy to sell—easy to ride. They give satisfaction and please the riders. **"Imperials"** list this season at

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Highest Standard maintained in Workmanship, Material and Finish. They are bound to be Money Makers for any Dealer. ***WRITE FOR TERMS AND DISCOUNTS.***

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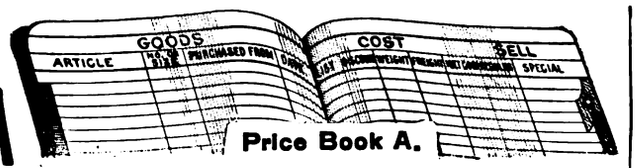
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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



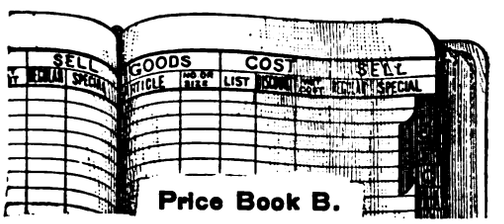
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75

B



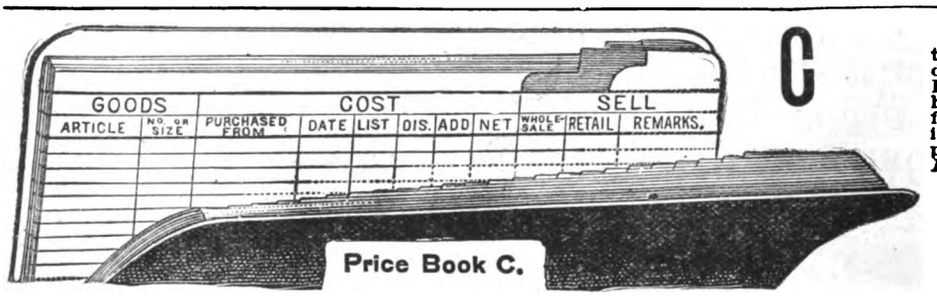
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¼ inches.***

FOUR EDITIONS:

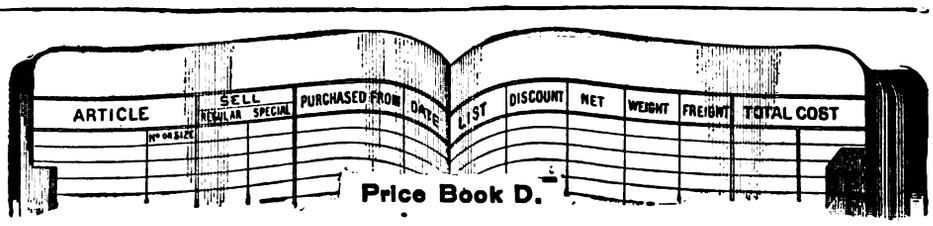
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D F 2, 400 pages with flap,	3.50

D



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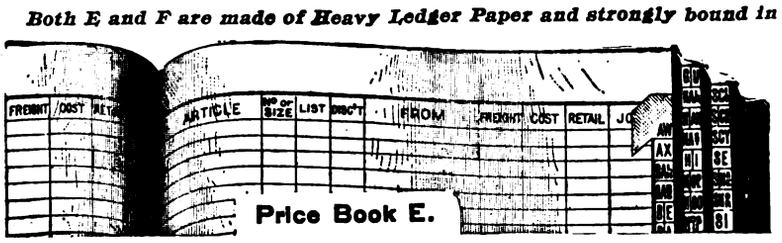
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E



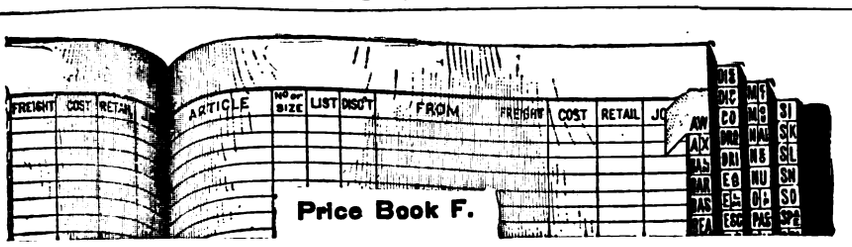
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AW	HA$^{S}_{T}$	SE	
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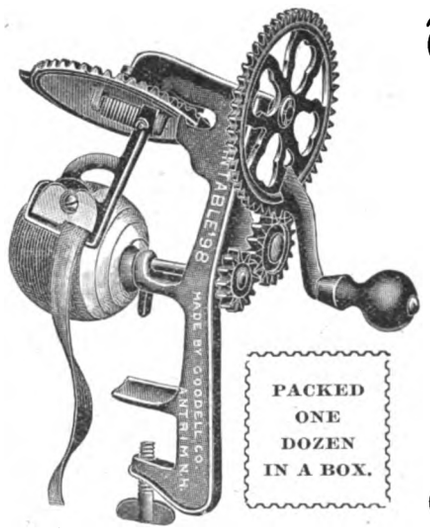
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The Turn Table "'98" Apple Parer

(With Push-Off'.

THE latest and we believe the best Apple Parer for household use on the market. Combines the principles which made the original TURN TABLE PARER so popular with distinct new features which add materially to its effectiveness and warrant the assertion that it is superior to all others in its class.

As the cut shows it is inverted so that parings fall clear of working parts. It pares unusually close at both ends of the apple. The knife as it passes the end of the fork recedes, leaving abundant room for the hand when placing the apple on the fork. The Push-off is entirely automatic, simple but positive. It works like a charm. This machine is made in the most thorough manner and sold for a little money. Examine before purchasing any other.

GOODELL COMPANY, Antrim, N. H.

THE
ROSSENDALE - REDDAWAY BELTING & HOSE CO.,
Newark, N J., U. S. A.

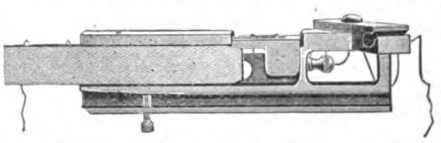


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Made to meet requirements of Underwriters.

A Perfect Saw-Tool at Last.



It **SETS** to the hundredth part of an inch.
SIDEDRESSES in any required degree.
JOINTS with unvarying exactitude, and otherwise
FITS the saw in all respects for easy and effective work.

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THE BENNETT COMBINATION SAW-TOOL CO., 159-163 East Houston St. New York City.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

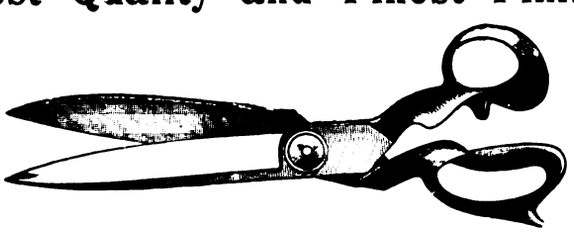
Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

WHEN YOU WANT THE

Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

J. WISS & SONS, NEWARK, N. J.

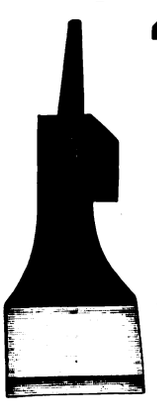
We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the **BEST** in the line, consequently the cheapest. . .

Ship Carpenters' Tools

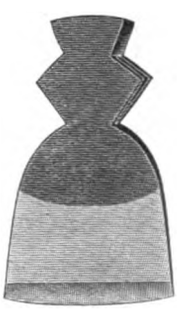
"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, Chisels,
Mauls, Gouges,
Scrapers, Slicks.

STOCK ON HAND READY FOR DELIVERY.

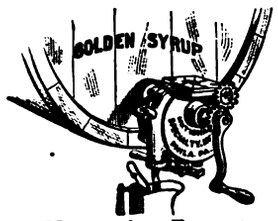


Ship Axe.

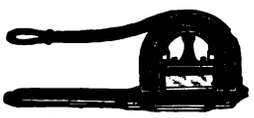
UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK

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Measuring Faucet.


Tobacco Cutter.

We Make Faucets

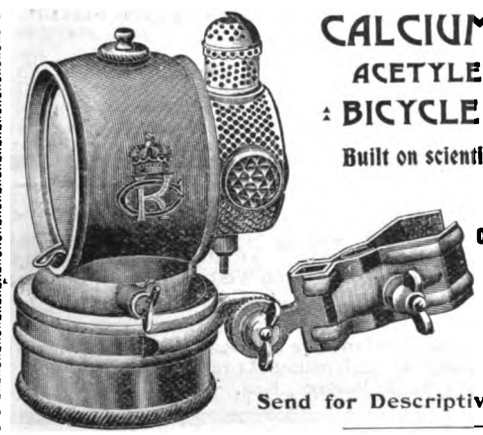
That measure a pint, a quart or a gallon accurately. A Barrel Drainer that adjusts automatically to fit in the bunghole. No bung borers needed and no molasses wasted. Coffee, Spice and Drug Mills that grind as you like it. Draw Cut Tobacco Cutters that do not squeeze through, but cut with ease. Our goods are second to none. All are fully warranted. Send for Catalogue to

NATIONAL SPECIALTY MFG. CO.

Lehigh Ave. and Third St. - PHILADELPHIA, PA.


No. 3 Mill.


No. 1 Mill.



CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

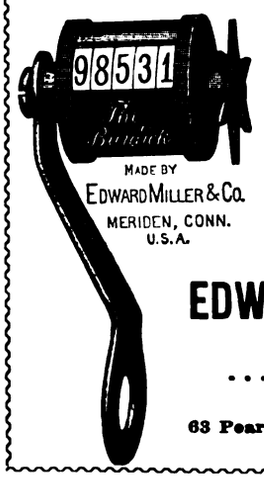
CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

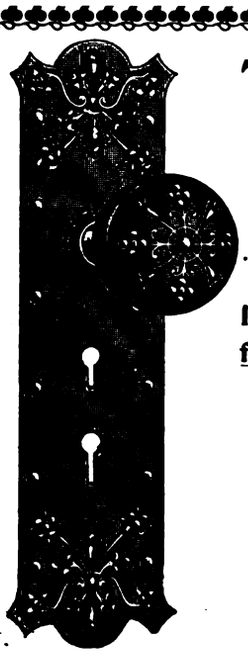
GEO. H. CLOWES MFG. CO.,
202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



Weight 1 Ounce.
10,000 Miles and Repeat.
New Principle. Reliable. Best.
Dust Proof. Water Proof.
1898 GOODS.
MILLER'S A1 LAMP.
EVERLIT LAMP.
ROYAL BELLS

EDWARD MILLER & CO.,
Factories and General Office,
...MERIDEN, CONN...
STORES:
63 Pearl St., Boston, Mass., and
38-30 West Broadway, New York.



Trilby Design

(Wrought Bronze)

In Old Copper finish is a favorite for

Front, Vestibule,
Inside, and Sliding Door
Sets Complete.
Bell Pushes, Etc.

NORWALK LOCK CO.,

Manufacturers of **Builders' Hardware,**

Factory and General Offices,
SOUTH NORWALK, CONN.

SALESROOMS:
NEW YORK, 80 Chambers St., or
94 Chambers St., (UNDERHILL, CLINCH & CO.)
BOSTON, 200 Franklin St. (CHAS. A. CUNNINGHAM.)
CHICAGO, 36 Dearborn St.
BALTIMORE, 32 Hopkins Place. (HENRY KEIDEL & CO.)
PHILADELPHIA, 13 North Sixth St. (HERY A. TERRY.)

The Largest Insurance Company in the World.

THE MUTUAL LIFE INSURANCE COMPANY

OF NEW YORK.

RICHARD A. McCURDY, President.

Assets, Dec. 31, 1897, -	$253,786,437.66
Liabilities, - - - -	$218,278,243.07
Surplus, - - -	$35,508,194.59
Paid to Policy-holders since organization, - -	$462,997,250.71
Income in 1897, - -	$54,162,608.23
Increase of Income in 1897,	$4,459,912.96
Increase of Surplus, - -	$5,774,679.89
and Decrease of Expenses, - -	$146,178.31

ROBERT A. GRANNIS, Vice-President.

WALTER R. GILLETTE, - - General Manager.
ISAAC F. LLOYD, - - - 2d Vice-President.
FREDERIC CROMWELL, - - - - Treasurer.
EMORY McCLINTOCK, - - - - - Actuary.
WILLIAM J. EASTON, - - - - - Secretary.

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JOHNSTON'S LIQUID GLUE FOR ALL USES.
1 oz. bottles per gro. $5.00
2 oz. bottles per gro. $6.00
OVAL, BEVELED, TRILATERAL, HEXAGON.
JOHNSTON'S IMPERIAL CARPENTERS' PENCILS.
—HIGH GRADE.—
Price per gro. $5.00.
J. D. JOHNSTON, Newport, R. I.

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

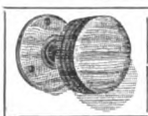
DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

PRIEST'S CLIPPERS

BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED—At once, married man about thirty years, to take charge of selling department of Hardware, cutlery, paints and seed store. One with experience in the business and capable of handling salesmen. Must be temperate and wide awake. Address, with references and salary expected, WIDEAWAKE, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, in Missouri and Kansas, or Nebraska and Iowa. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

A PRACTICAL builders' Hardware salesman, of eighteen years' experience, who has been connected with large jobbing and retail house, desires position in retail store in growing city. Can estimate from plans and specifications, and has knowledge of Hardware generally. Address "LOCKS," care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake, Iowa.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact, knowledge stenography, typewriting and double-entry bookkeeping; best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

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Situations Wanted.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

ADVERTISING man wishes to make connections at once with a reliable and financially strong manufacturing company. Is fine writer and designer of advertising matter, and knows when, how and where to place it to advantage. Can take full charge of advertising department. Address EDW. C. WIMBROUGH, No. 530 N. 13th Street, Philadelphia, Pa.

A YOUNG man, some experience as salesman, would like to engage with a reliable firm where he could learn the business, with view of representing them in the city and nearby trade. Chance of advancement looked for more than salary. G. H. Blanchard, No. 331 West Twenty-first Street, New York.

BICYCLE repairer and builder would like position with Hardware house handling wheels. Capable to take charge of bicycle department entirely; can handle fittings. GEO. GOULD, No. 114 Freeport Street, Dorchester, Mass.

SITUATION wanted as superintendent, assistant or general foreman of machine works or factory. Have extensive experience in managing the manufacture of general and wood-working machinery, machine tools and bicycles; well up in modern machine shop practice, designing, and draughting; successful in reducing cost and estimating. Address R. U. S., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by an elderly man as salesman in a retail Hardware store; city or country; over twenty years' experience. Reference, Peter Duryee & Co., New York City. JOHN BARRETT, Hudson Boulevard, West Hoboken, N. J.

WANTED by a practical mechanic with eighteen years' experience in the manufacturing of wood-working machinery and iron tools. Has had charge of machine shop for ten years and buying of supplies. A position as superintendent, assistant manager or traveling salesman. A1 references. Address H. A. CANT, Lancaster, Erie County, N.Y.

MAN, thirty-one years old, wants to change his position; nine years' experience in retail Hardware as bookkeeper, buyer and salesman. Experience on road. A1 city reference given. Moderate salary. Address LOCK, Box 34, Jeannette, Pa.

POSITION as head of department, purchasing agent or salesman, sixteen years' experience; two years with one of the largest retail houses in New York State; first-class references; Eastern States preferred. Address M., care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (German) desires position in a Hardware house, wholesale or retail, has some knowledge of the business. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED, by established company with necessary capital, control of good selling specialties in Hardware, house-furnishing, metal and kindred lines, for specified territory. This is an exceptional opportunity for manufacturers to establish good connection. Address "EXPANDED," care HARDWARE, No. 143 Chambers Street, New York.

A TRAVELING man, representing a manufacturer on a salary, wants to take some lines of cutlery, Hardware and woodenware specialties on commission, in Ohio, Michigan and Indiana. Address 2030 Franklin, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman wishes to add good selling line for Hardware, paint, cycle or general store trade. References; state particulars, and address "36," care HARDWARE, No. 143 Chambers Street, New York.

AN A No. 1 side line wanted by a first class specialty salesman, visiting Hardware and cutlery trade throughout New England States. "ESTABLISHED TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

SALESMEN WANTED to sell a fine all steel sash pulley on a commission basis, as a side line. Write fully of your present connections and territory covered. References desired. This is a good chance to make some money on a good article. G. R. SASH PULLEY CO., Grand Rapids, Mich.

Side Line Offered.

WANTED—Traveling salesmen visiting the wholesale Hardware and rubber trade to carry an up-to-date patented novelty as a side line. Send 50 cents for sample, post-paid. Address ORDNER MFG. CO., Cleveland, Ohio.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

FRONT portion of loft, one flight up, suitable for manufacturer's sample room; very light; steam heat. Located in heart of wholesale district. Will lease for one year from May 1st. Address "EXCELLENT," care HARDWARE, No. 143 Chambers Street, New York.

For Sale.

A COMPLETE line of Hardware, implements, bicycles in Indiana county seat. Satisfactory reasons for selling. Will invoice about $12,000. Address IMMEDIATE, care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE STOCK for sale. Taken for debt—will sell cheap. Suitable for anyone wishing to start in the Hardware business. For particulars, address "E. H. W.," P.O. Box 1592, Philadelphia, Pa.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

NEW, well selected stock of Hardware, builders' supplies, stoves, paints, etc. Trade well established. Located in a first-class town of 3000 inhabitants. Cousidered the neatest store in Central Ohio. Splendid farming country surrounding. Will be sold to dissolve partnership. Address X. Y. Z., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE store twenty miles from New York; doing good business. Rare chance for a live man. Owner will give satisfactory reasons for disposing of same. Price, $3500. Address H. H. G., P.O. Box 2383, New York City.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No. 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware steel, or kindred products, by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Hardware Specialty Agency Wanted.

A RELIABLE house on the Pacific Coast wants exclusive agency for Hardware and specialties on commission basis. A first-class chance for those who wish to extend their Coast connections. Address A. R. D., care HARDWARE, No. 143 Chambers Street, New York city.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."



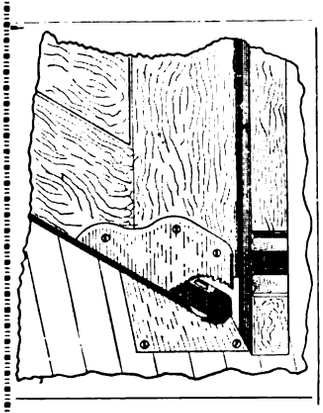
NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.



The Matchless Double Acting

FLOOR SPRING HINGE.

. . . . BALL BEARING.

For Vestibule, Butler's Pantry and Outside Doors, they cannot be excelled.

LAWSON MFG. CO.,

MILWAUKEE, WIS. CHICAGO, ILL.

COSTS A CENT EACH.

3-inch Wood Drive Conductor Hooks, Tinned, 50 in a package,
4-inch, one and a half cents each.
3-inch Brick, one and three eighths cents each.
4-inch Brick, two and one eighths cents each.

L. D. BERGER'S

Tinners' and Roofers' Supply House.

59 N. 2nd St., PHILAD'A, PA.

The "BOSTON" Spring Ice Pick.

We are modest

We merely claim the "BOSTON" Ice-Pick to be the only Simple, Durable and Convenient article for the purpose on the market.



IT SELLS.

Order a sample gross and we will prove it to you.

CIRCULARS AND ELECTROS FREE.

MADE IN TWO STYLES.

No. 1--Nickeled. No. 2--In Brass.

SOLE SELLING AGENTS:

JOHN H. GRAHAM & CO., 113 Chambers St., New York City.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&12½%
Railroad.....

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....3. @ 38c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c.. 20&5%
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.15
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.40
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag...$1.40
Buck Shot, 5-lb bags, ₩ bag....$ .35
Chilled Shot, 25-lb bags, ₩ bag.$1.40
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1lb each..... .25
F, FF, FFF, in canisters of ½lb each..... .15
F, FF, FFF, in canisters of ¼lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25lb each..... 6.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼lb each..... 2.25
Orange Special, Nos. 1 and 2, in kegs of 25lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼lb each..... 1.25
Meal Powder, In kegs of 25lb each..... 4.00 [for 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25lb each..... 2.25
Blasting and Mining, "A" CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25lb each..... 1.50
Fourth of July Powder, In kegs of 25lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount;
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25lb Black Powder.....$23.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼lb Black Powder..... 5.75
Canisters, equal in bulk to 1lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Galien Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz. $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.80
Perfect, No. 2.....₩ gro. $7.00
Bolt Holder, No. 1....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $13.00..30%

Augers and Bits—

Boring Machine.....75&10@80%
Cincinnati Tool Co.:
Brace twist drills for metals. 50&5@50&10%
Brace twist drills for wood. 40&5@40&10%
Screw and plug.....25&10&10%
Cleveland Wood Bits for Brace, Style A, No. 114.....50&5%
Common Auger Bits.....75&10@80%
Cook's Circular Lip.....60%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....35%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip.....40%
No. M Extension Lip pattern car bit.....40%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....60%
Ring Augers.....70&10%
Pugh's Black.....30%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $34.00. 30%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Cincinnati.....25&10&10%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, ₩ doz. $60 ...50@50&10%
Swan's.....40@40&10%

GIMLET BITS—
Diamond ₩ doz. $1.25.....40&10%
Double Cut, Shepardson's.45&10@ 50&10%
Double Cut, Common, ₩ gro. $2.75 @$3.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ladds'.....70%
C. E. Jenning & Co.:
Double Cut.....50%
German.....50%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood. 40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Syracuse, for wood.....40%
W. & B. Diamond.60&10@60&10&10%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Twist Drills.....60&10@70%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awls—

Handled Brad, ₩ gr.....$3.00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr.....85c@85c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

AXES, HANDLED—
Peck's:
Champion Blade...per doz., $12.00
Empire.....per doz., $9.00
Firemans'.....per doz., $35.00

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's.... 50@50&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&12½%
Lathing.....50%
Shingling.....50%
Warehouse.....40&12½%
Vulcan Tool Co.....60%

Balances—

Chatillon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24lb.....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40%
Silver Chime.....40%
White Metal.....65&10%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Common Wrought.....60&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10&5%
Moulders.....50&5@50&10&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....1f@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5. 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives'₩ doz. $20.00.60&10@60&10&5%

Blind Adjusters—

Domestic..₩ doz. $3..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....25%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@8.%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct '84..75&10@ 75&10&5%
Phila. Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	3.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@5.00
inch, ₩ gro.....$5.00@5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....9&10&10%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@35%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & J. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Bung Hole Borers—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@ 0%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.4@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& 10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.90&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Can Openers—

American.....₩ gross $1.75@$1.90
Columbian.....₩ gro. $14.40
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No 3, $2 50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz. 75@—
Cast Steel, Polished.....₩ doz. $2.25
Dunlap's.....25%
Excelsior.....25%
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Crystal	Cyco-Bearing	₩ doz. $36.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids		₩ doz. $33.00
Hall		₩ doz. $60.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz $24 00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 6 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $8.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $12.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net..$17.00
"Sovereign," Nic ₩ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$21.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$21.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@65&5 1 %
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@65 &10%
Martin's Patent (Phoenix).60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....60&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, Ass'n cask prices.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.50	4.10	3.10	2.75	2.70	2.50	2.35	2.25

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70& @70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....2%
Family.....net ₩ doz. $4.00

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 75&10&5% @60&5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Rox.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
Cold Chisels, good quality, ₩ lb 14c@16c
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $6.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....25%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @60&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.50
Star Socket.....₩ doz. $3.75

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $1 .75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz $7.20 net
Mascott.....₩ doz $4.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....60%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & J. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co 15@ &10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

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Corn Hooks—

Kretsinger Cut-Easy, ₩ dos. $3.00 net

Corn Knives and Cutters—

Bradley's....10%
Wadsworth's....25@25&10%

Counter Sinks—

Adjustable....30%
Countersink Bits....40&10%
Shepardson's Diamond....40@45%
Smith's....25%
Wheeler's Patent....40%

Crayons—

Sargent's List....30%
Dixon's
Eclipse....₩ gro. $3.75
Emerald....₩ gro. 5.00
Oriole....₩ gro. 5.00
Rainbow....₩ gro. 2.81
Solid....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96....25&10%
Perfect....25&10%
Rubber, ₩ dos. $7.50....20@20&10%
Southington Cutlery Co.'s List, Nov. '96....25&10%

Cycle Hangers—

Lane's....33⅓&5%

Diggers—

See Post Hole, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)...50&10%
Keystone Mfg. Co.:
Low List....50%
Leather Muzzles....60&10%
Medford Fancy Goods Co. list..40& 10@60%
Union Hardware Co. New List. 50&50&10%

Door Checks—

Bardsley's....20%
Eclipse....60@60&10%
Unity F. G....50%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95....25%
Norton....40@50%
Rubber, complete, ₩ dos. $5.50, 70@75%
Star (Coil), list Oct. '95....33⅓&10%
Torrey's Rod, 39 in. ₩ dos $1.20@1.35
Victor, Coil....60&10@60&10&5%
Warner's....55@55&10%

Drawer Pulls—

Sargent's List....60%

Drawing Knives—

Adjustable Handle....25@25&10%
Bradley's....25%
Douglass....75@75&10%
Jennings & Griffin....75&5%
Merrill & Wilder....60&10%
Miz....75&10&5@80&5%
Ohio Tool Co....75&10&5@80&5%
P. S. & W....75&10&5@80&5%
Witherby....75&10&5@80&5%
Watrous....30&10@40%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'....each $1.75
Breast, Bartholomew's No. 12, ₩ dos....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W....40&10%
Ratchet, Billings' Dble. Acting..33⅓%
Ratchet, Ingersoll's....25%
Ratchet, Merrill's....20@20&5%
Ratchet, Moore's Triple Act..25@30%
Ratchet, Parker's....40%
Ratchet, Whitney's....20&10%
Ratchet, Weston's....20@25%
Stearns' Bench....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co....30%

Egg Beaters—

Dover (Standard Co.)....₩ dos. 75
Dover Extra Heavy (Standard Co.) No. 15....₩ gro. $18.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral....₩ gro. $4.25@4.50

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators....$1.50 ₩ drop.
Batteries, Leclanche....60c. each.
Batteries, Carbon....60c. each.
Batteries, Medical....$8.50 each.
Batteries, Dry....50c. each.
Bells, Electric, 2½....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries....$1.00 each.
Hydrometers....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac....18c. ₩ lb.
Switches, 1 pt....20c. each.
Switches, 2 pt....24c. each.
Switches, 3 pt....28c. each.
Spark Coils, 8 pt....$2.00 each.
Spark Coils, 10 pt....$2.40 each.
Spark Coils, 12 pt....$2.80 each.
Tape, Insulating....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Percelain....75c ₩ doz.
Wire Winders....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, FF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4½c	5½c	8½c
¼ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, 10 in case....	6c	6½c	8½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro....$4.50
No. 6, ₩ gro....$7.20

Escutcheons—

Brass Thread....60@60&10%
Wood....25%

Escutcheon Pins—

Brass....70@70&10%
Iron....60@60&5%

Farriers Knives—

"Challenge"....₩ doz. $3.00
Popes....₩ doz. $3.00
Wilkinson's....₩ doz. $3.00

Faucets—

Brass Globe Cocks....60&10@70%
Brass Racking....60&10@70%
Burnside's Red Cedar....60%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball....35%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key....40%
John Sommer's "Boss," Tin Key..50%
John Sommer's "Victor," Metal Key....50&10%
John Sommer's "Duplex," Metal Key....60%
John Sommer's "Buckeye," Metal Key....40%
John Sommer's "Rochester," Metal Key....50%
John Sommer's "Rival," Metal Key....50%
John Sommer's "Crescent," Metal Key....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined....50%
John Sommer's "Reliable," Cork Lined....50&10%
John Sommer's "Common," Cork Lined....70%
John Sommer's "O. K.," Cork Lined....50%
John Sommer's "Chicago," Cork Lined....60%
John Sommer's "Perfection," Cedar....40%
John Sommer's "No Brand" Cedar....50&10%
Star....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00....40%
Lane's ₩ doz. $36.00....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American....70&10@75%
Arcade....70%
Derby....75&10%
Disston's....75%
Economy....75&10%
Great Western....70&10@75%
Kearney & Foot....70&10@75%
Nicholson....70%
Nicholson's X. F. Files...20@20&10%
Royal....75%
Second Quality Files....80@80&10%
Tiger....75%
Troy File Works:
Files....70&10%
Rasps....70%
Victor....75&10%

IMPORTED—

Stubs....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 — No. 2, $2.50 — No. 3, $1.50 — No. 4, $1.00 ₩ dos.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base)....10%

Fish Scalers—

Covert's Saddlery Works:
Great American....60&20%
Fitch's....25&10%

Fluting Scissors—

List....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&8 %
Columbia, Spading....75&5&2%
Iowa Farming Tool Co.:
Barley....70&15%
Victor, Hay....70&12½%
Victor, Manure, 4 tines....70&12½%
Victor, Manure, 6 tines....70&20%

Freezers, Ice Cream—

Blizzard....net
Gem....net
Granite State....net
Improved Arctic....net
Keystone, P. D. & Co....20%
Ohio....60&10%
Packer's:
Confectioner's Machine....net
Double Action Standard....net
Good Luck....net
Standard....net
Shepard's Lightning....net
White Mountain....net

Fruit, Wine and Jelly Presses.

Enterprise....25%

Fry Pans—

Acme Fry Pans....70&10%
Polished, regular goods...75@75&10%
Standard List....75&10@80%

No	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft..$2.90
Single Taped Fuse....₩ 1000 ft. $3.50
Double Taped Fuse....₩ 1000 ft. $4.70
Triple Taped Fuse....₩ 1000 ft. $5.70
White Gutta Percha Fuse, ₩ 1000 ft. $5.30

Gas Burners, Self-Lighting—

Gem....₩ doz. $2.50
In lots of 5 doz....₩ doz. $2.25

Gauges—

Bemis & Call's Steel....50%
Boss, Screw Pitch....33⅓%
Clapboard....35&10%
Marking, Mortise, &c..30&10@5& 10&10%
Stanley's....60&10%
Stanley's Chisel....35&10%
Starrett's Surface, Center and Scratch....35&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill....20%
Wire, Morse's....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

"Bee," ₩ gr $12....25@25&10%
Bell Hangers....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ives'...60&10@60&10&5%
"Eureka" Gimlets.60&10@60&10&5%
Metal head....55%
Nail Gimlets:
Assorted 1, 2 and 3....₩ gr. $1.50
Assorted 2 and 3....₩ gr. $1.70
Pod....50%
Star....50%
Spike Gimlets:
Assorted 1, 2 and 3....₩ gr. $3.00
Assorted 2 and 3....₩ gr. $3.25
Wood head....50&10%

Glue—

Dodd's Liquid Glue....25&25&10%
Le Pages Liquid....25&25&10%

Glue Pots—

Enameled....40&10@50%
Tinned....40&10@50%

Graters—

Champion Nutmeg....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise....25%
Rotary Nutmeg....₩ gro. $9.00

Grindstone Fixtures—

Stowell....55&10%
P., S. & W. Co....50&10&10%
Russell & Erwin....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Hafts—

Britton's....₩ dos. $4.50

Halters—

Covert Mfg. Co....45&2%
Covert's Saddlery Works:
'96 List....60&20%

Hammers—

HANDLED HAMMERS—

Atha Tool Co....50&10@60%
Henry Cheney Hammer Co.
Handled Claw....40&10%
Machinists'....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley....50@50&10%
Dunlap's Patent....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75....40&10%
Maydole's....33⅓&5@40&5&5%
Peck, Stow & Wilcox....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail....40&12½%
Other Brands....50%
Sargent's New List....45@50%
Verree....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb....₩ lb 35c — 20@20&10%
Over 5 lb....₩ lb 30c
Wilkinson's Smiths....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per dos.	$ .90	1.00	1.06	1.35	1.50

60&10@70%
Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....50&10%

STORE DOOR HANDLES.—

Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.65
Japanned, with Plate....$1.10
Japanned, without Plate....85c

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00

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Firmer Chisel, Hickory ass'd ₩ gr. $3.00@3.2[illegible]
Firmer Chisel, Hickory, large, ₩ gr. $3.50@3.75
Firmer Chisel, Socket ass'd ₩ gr. $3.00@3.25
Hammer, Hatchet, Axe, Sledge, etc. 50&5[illegible]
Hoe, Rake and Fork 60&10@60&10&5
Saw and Plane 40&10@50
Shovel and Spade, Wood D Hdle. 60@60&10

BOSS-CUT SAW HANDLES—
Atkins 40
Boynton' Loop Saw Handles, 50c. 60
Champion 45@45&10
Sensible ₩ doz. pr. $5....60

Hangers—
Barn Door, old pattern....60&10@60&10&10
Barn Door, New England. 70@70&10
Barry, $6.00 60&10
Best Anti-Friction. 60&10@60&10&5
Challenge, Barn Door 50
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00 70&10
Cronk's Steel cov'd Loose Axle. 60&20
Davis Parlor Door 50@50&5
Duplex (Wood Track) 60&10&5
Kidder's 50@50&10
Lanes Barn Door:
Covered 60&10
No. 50 60&5
New Model 4[illegible]&10
Parlor, Standard 40&10
Standard 60&10
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs 60&10
Nansen Roll-Bearing Hanger. 60&10
Reed's Steel Arm 50
Rider & Wooster, No. 1, 68½c.; No. 2, 75c. 40
Richards' Single Track, Steel. 50&10
Star 50&10&10
Stearns' Challenge 50@50&5
Sterling's Impr'd. 60&10@60&10&10
Stowell Barn Door:
Badger 60&10
Climax 55&5
Interstate 60&15
Magic 50&10
Matchless Covered 60&10
Nansen, Roller Bearing 60@10
Parlor Door 50@10
Wild West 50&5
Zenith, for Wood Track 55&5
Baggage Car Door 33½
Elevator 40
Railroad 55&5
Street Car Door 50&10
Terry Ideal 60&10
Terry's Modern 60
Terry's Modern, Covered 60
Terry's Safety 60&5
Terry's Solid 60&10&10&5
Terry's Wrought 60&10&10
The Boss 60&10@60&10&5
Universal Anti-Friction 40
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½
Warner's Pat. 20&10&10

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 ₩ doz. 40&10
Wrought 85&10&[illegible]@90
Wrought, Stanley 85& 85@10

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point 50
Auburn Straw 40
Lightning, from jobbers. $6.00@$6.25
Wadsworth's 40&5@40&7½

Hedge Shears—
Wm. Wilkinson & Sons 50

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T. 75@75&5
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5
Rolled Plate, Rolled Raised 70&10@70&10&5
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. 6 to 12 in., ₩ D. 2½c; 14 to 20 in., ₩ D. 2½c; 22 to 36 in., ₩ D. 3 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10
Heavy Strap Hinges. 80&10@80&10&10
Light T Hinges 70@70&10
Heavy T Hinges 75&5@75&10&5
Extra Heavy T Hinges. 80@80&10
Long Chest Hinges. 60&10@60&10&10
Hinge Hasps 60&10@60&10&10&10
Crate Hasps 60&10@60&10&10&10
Crate Hinges 75&10&5

SPRING HINGES—
Acme 80&5
American 80

Bommer's 40
Bardsley's Patent Checking 15
Chicago 30
Crown 30
Champion 60
Devore's No. 1 ₩ gr. $12.00
Geer's Spring and Blank Butts 40
Gem 30
Kell's American 30
Matchless, Double Acting 25
New Idea, No. 1, ₩ gro. $7.50
New Idea, No. 2, ₩ gro. $18.00
Oxford 30
Rex ₩ gr. $12.00
Royal Japanned 66⅔
Rubber 66⅔
Sargent's List 1894:
Bronze Metal 75&10
Japanned Surface, Single. 70&10
Japanned Surface, Double. 60&10
Mortise 55
Model 70@70&10&10
Tuscan Surface, Single 70
Tuscan Surface, Double 70
Vigilant 50&10@50&10&10
Union Spring Hinge Co.'s list, March, 1894 20
Union Mfg. Co. 25
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic ₩ doz $12.50, 50
Common Sense. ₩ doz pair $4.50, 50
Clark's Nos. 1, 2, 3 70&10&5
Long's Self Closing 50
N. E. ₩ doz $7.80 60@60&10
N. E. Reversible ₩ doz $5.60 60@60&10
N. Y. State. ₩ doz $4.90. 60@60&10
Reed's Latch and Hinges. ₩ doz $12.00, 50
Seymour's 45&10
Shepard's Nos. 1, 2, 3. 50&10@60&10&5
Western, ₩ doz $4.20 60@60&10

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 80&10
Mortise Gravity 50
Nos. 1, 2, 3, 5 60&10
Nos. 40 and 50 80
Huffer 65
Parker 75@75&10
Sargent's Nos. 1, 2, 5, 11, 12 75@75&10
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter 80&10
Buffalo Gravity Locking, Nos. 1, 2 and 5 80&10&5
Champion Gravity Locking, No. 75 80&10&10
1868, Old Pat'n, Nos. 1, 2 and 5, 80&10
Tip Pattern, Nos. 1, 2 and 5, 80&10&5
Double Locking, Nos. 20 and 25. 75
Empire, Nos. 10 and 103 80
Niagara Gravity Locking, Nos 1, 2 and 5 80&10
Noiseless, Nos 50, 60, 65 and 55. 80
O. S. Lull & Porter 80&10&5
Pioneer, Nos. 060, 45 and 5½ 75&5
Steamboat Gravity Locking, No. 10 80&10&5
Stenger's Noise'ess 75
Mortise Gravity 50
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.80 40&10

Hitching Cords—
Covert Mfg. Co. 45

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit & doz. $4.00 net
Crucible Cut-Easy. ₩ doz. $4.50 net
Cotton 80&10
Dunlap's Boys', Ladies', Toy 30
Garden 30
Ladies' and Boys' 80&5
Mortar 75&25
Iowa Crucible Socket 75&20
Magic ₩ doz $4.00
Mattock Hoe. ₩ doz. $3.75 net
Planter's 80&15
Texas Cut-Easy ₩ doz. $4.25 net
Warren Hoe 60&10
Weeding 75&5

EYE—
American Axe & Tool Co. 70
Grub 70&10@75&5
Lane's:
Crescent Planters Pat. 45&5
Razor Blade, Scovil Pat. 30&5
Sandusky Tool Co., S. & O. Pat. 60@60&10
D. & H. Scovil 30@30

Hog Rings and Ringers—
Hill's:
Rings ₩ gr. boxes. $3.00@$3.25
Ringers ₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings ₩ gro. $7.00@$7.50
Perfect Ringers ₩ doz. 80c

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware 40&10
Peerless Enameled-Ware. 70&10
Crystal Steel-Ware 50&10
Blue and White-Ware 10&10
White-Ware 35&10

STOVE HOLLOW-WARE:—
Ground 60&10&10@70
Unground 70&5@75

WHITE ENAMELED-WARE:—
Boilers and Saucepans. 62½@65
Maslin Kettles, 75&5@75&10&5
Tinned Boilers and Saucepans. 60&5@60&10

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. 40&5
Holmes & Edwards Silver Co. 40&15&5
Meriden Britannia Co. 40&5
Reed & Barton 40&5
Rogers & Brother 40&5
Simpson, Hall, Miller & Co. 40&5
William Rogers Mfg. Co. 40&10

Hooks—

BUSH—
Jennings & Griffin's 40&10
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list. 60&10&10
Bird Cage, Reading 60@60&10
Bird Cage, Williamson 50
Ceiling, Sargent's list 50&10
Chandelier 70
Clothes Line, Sargent's list. 50&10
Coat and Hat, Sargent's list. 50&10
Coat and Hat, Reading 60&10
Coat and Hat, Stowell's 70
Harness, Sargent's list. 50@50&10
Lamp 55
Picture 75
Screw Hat 70
Wardrobe 55

WROUGHT IRON—
Cotton ₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works 30
Hammock Hooks, E. C. Stearns, ₩ doz. 60c
Picture, T. & S. Mfg. Co. 75
Tassel, T. & S. Mfg. Co 50&10
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 33⅓
Wm. Johnson's:
8 in. ₩ doz. $2.20 net
10 in. ₩ doz. $2.70 net

WIRE—
Atlas Coat and Hat 50&10
Belt 80@80&10
Handy Coat and Hat 70
Steady Ceiling 70
Wire Coat and Hat, Acme. 60&10
Wire Coat and Hat, Gem 70
Wire Coat and Hat, Standard 45

MISCELLANEOUS—
Carpenter's Amc. Grass Hooks, ₩ doz. $4.00
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks 60&20
Dunlap's Merchandise 25
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass 70&10
Hooks and Eyes—Mal. Iron 75
Wm. Johnson's Cotton, Box and Hay 60
Stowell's:
Clothes Line 70
Harness 70
Hotel & School House 70
Whiffletree ₩ D 4½c

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10
American, all sizes, 21½@10c. net						
Ausable	25c	25c	25c	24c	23c.	40&10&5
Anchor	23c	21c	20c	19c	18c	40
C. B. K.	25c	25c	23c	21c.	21c	40
Capewell	19c	18c	17c	16c	15c.	10&5
Champlain.	25c	25c	25c	24c	23c	40&5&2½
Clinton Fin.	19c	17c	16c	15c	14c.	30&10&5
Empire Bronzed						10c
Essex	30c	26c	25c	24c	23c.	40&10@50
Lyra	2½c	2½c	2½c	2½c	2½c., net	
Maud S.	25c	23c	22c	21c.	21c	40&10&5
Northw't'n.	23c	23c	23c	21c	20c.	25@25&5
Putnam	23c	21c	20c	19c	18c.	25
Snowden,	2½c	2½c	2½c	2½c	2½c., net	
Vulcan	23c	21c	20c	19c	18c.	25
Western, 5 to 10d						2c

Horse Shoes—
See Shoes.

Horse Ties—
Covert Mfg. Co. 45

Hose, Rubber—
Boston Belting Co.:
"Boston" 30&10&5
"Imperial" 30&5
Competition 75@75&10
Extra 60&10@60&10&10
N. J. Car Spring & Rubber Co.:
Extra Para 40&10
Reliable 50&10
Staple 60&10
Standard 70&10@70&10&5

Ice Awls, Chippers, &c.—
Copeland Ice Pick ₩ gr $9.00 net
Crown net
Gem Ice Shave net
Parker's:
Ice Box Chisel, ₩ doz. $12 00
Ice Crusher, No. 3, ₩ doz. $8.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools, ₩ doz. $4.00
} 33⅓@40&5
Sargent's Ice Awls 55
Star net

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00. 25
No. 34 ₩ doz. $15.00. 25

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain 15@20
Spun Brass, plated inside with White Metal 10@15

Knives—
Ames':
Bread Knives. ₩ doz. $1.80. 20@25
Butcher Knives 25@25&10
Shoe Knives 25@30
Dunlap Kitchen and Br'd Knives 25
Foster Bros.' Butcher, &c. 40
Goodell's:
Bread Knives Ass'n list net
Butcher net
Shoe Knives 40
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives 50
Table and Pocket, see Cutlery.
Wilson's Butcher Knives. 25@25&5

Knobs—
Bardsley's Wood Door, Shutter and Base 15
Base, Rubber Tip, 2½ in. Bead, ₩ gr. $1.25@$1.50
Carriage, Jap. ₩ gro. 50c, 60&10
Door Knobs, Hemacite 50&10
Door Mineral ₩ doz. 55@60c
Door Por. Jap'd ₩ doz. 65@70c
Door Por. Nickel. ₩ doz. $1.70@1.80
Drawer, Porcelain. 50&10@60&10&10
Picture, Hemacite 50&10
Picture, Judd's 50&10&10
Picture, Sargent's 70&10
Shutter, Porcelain 70
Yale & Towne Wood, list Dec. '95. 40

Lace, Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace ₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft. $1 00
Cut Lacings, 5-16 in., ₩ 100 ft. $1.25
Cut Lacings, ⅜ in., ₩ 100 ft. $1.50
Cut Lacings, ½ in., ₩ 100 ft. $2.00
Cut Lacings, ⅝ in., ₩ 100 ft. $2.75
Cut Lacings, ¾ in., ₩ 100 ft. $3.25
Discount from list, 60

Ladles, Melting—
Monroe's Pat. ₩ doz $4.00, 40
P. S. & W. 35&10@40
Reading 50&10
Sargent's 60@60&10
Warner's 30

Lanterns—
Buhl Stamping Co:
No. 100 Buhl Tubular Headlights, ₩ doz. list $30.00
No. 16 Buhl side Lever, ₩ doz. list $7.50
No. 10 Buhl Improved Regular, ₩ doz. list $7.00
No. 200 Buhl Square Top Lift, No. 2, ₩ doz. list $11.00
No. 150 Buhl Dash Reflector, ₩ doz. list $10.50
No. 250 Buhl Dash Reflector, No. 2, ₩ doz. list $17.00
Discount 40&5

Latches—
Cronk's Sliding Door 60
Lane's Barn Door 40

Lawn Mowers—
Champion 75&10
Clipper Improved 50&10&10&5
Continental 60&10
Enterprise 40
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. 70&10
Style A., (all steel) 60&10
Style E., Low Wheel 60&10
Style E., High Wheel 70&10
Drexel, low list 50
Gold Coins, low list 50
Great American 70&10
Imperial 60&10&10
New Departure, High Wheel, 70&10&10
New Departure, Low Wheel, 75&10
New Easy 60&10@60&10&10
New York 60&5
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania 60&10
Rapid Transit 70&10&10
Standard 60&5
Sunbeam 60&10

Lawn Sprinklers—
Enterprise 35
Gibbs' Arc ₩ doz. $10.00
Gibbs' Hustler ₩ doz. $5.00

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Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Lemon Squeezers—

Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $3.50 net
Dunlap's Improved ₩ doz. $3.75 20%
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's..50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wiire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Locks—

DOOR LOCKS, LATCHES, &C.—

Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Brooklyn Latches.....60&10%
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...30&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Romer's Night Latches.....30&5%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 28 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Romer's.....25%
Stoddard Lock Co.....30@33⅓%
Yale.....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Eureka, Eagle Lock Co.....40&5%
Gem, Corbin's.....40&5%
Romer's Nos. 0 to 1.....40&5%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Mallets—

Sargent's List
Hickory.....50@25&10%
Lignumvites.....50@25&10%
Raw-Hide.....40&10%

Mattocks—

Regular list.....70@70&10%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$30	$80

Beef Shavers (Enterprise).....30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00
Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	42
Each	$3	$3.50	$4	$6	$15

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $30.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Perfection.....net
Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Meat Juice Extractors—

Enterprise.....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Molasses Gates—

Enterprise.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5..0

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½%
Grand Crossing Tack Co. List:
Wire Brads.....85%
Wire Nails.....85%

FIXTURES—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point₩ gr.$12, 25%
Dunlap's.....20%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Round, assorted.....₩ gr. $2.00@$2.25
Square.....₩ gr. $4.00@$4.25

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20
Tapped.....50%

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10@10&5%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pike's Washita:
Lily White, ₩ lb.....60
Rosy Red.....60
Extra Green Paper Wrapper, ₩ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White.....80
Rosy Red.....60
Extra, same sizes as above.....60
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanising, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb.....50c. net
Extra.....30&5@30&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₩ lb
Cotton Packing.....14c@15c ₩ lb
Italian Packing.....12c@14c ₩ lb
Jute.....6c@7c ₩ lb
Russian Packing.....13c@14c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 3.50
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.00
Ideal.....₩ doz 4.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 12.00
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 3.00
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 12.00
Waverly.....₩ doz 3.75
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.20

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.16@4.88
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 3.75
Mascot, Round.....₩ gro. 3.10

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10%
Bench, First Quality.....55%
Bench, Second Quality....60@60&10%
Fales Bench.....35%
C. E. Jennings & Co.....30&10%
Molding.....50%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
Davis's Iron Planes.....40@40&10%
Gage Tool Co.'s Self-Setting.....35%
C. E. Jennings & Co., Iron..50&10%
Meriden Mal. Iron Co.'s..40@40&10%
Sargent's.....60@60&10%
Siegley's:
Bench.....40%
Combination, each.....$4.50 net
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....25&10%
Steer s Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle".....
Ohio.....
Sandusky.....
} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
Hinsdale.....25&10%
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@35%

Pliers and Nippers—

Button's.....70@70&10%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose,.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $12.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@40 &10%
Wm. Johnson's Gas Pliers.....60%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
Stubs'.....20%
Swiss Pliers.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6¢ dia. 10%

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....50%
Iron Levels.....25&10%
Disston's.....50%
Wm. Johnson's.....75%
Plumb Bobs.....40%
Pocket Levels.....70&10%
Stanley's.....75&10%
Stanley's Duplex.....25&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

J. P. Lovell's Police Goods.....25%
R. I. Tool Co., Handcuffs, $15.00 ₩ doz.....10%
R. I. Tool Co., Leg Irons, $35.00 ₩ doz.....10%
Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $4.75, 10%
Gem.....₩ gro $4.50, 10%
Lustro.....₩ gro $4.75
Rising Sun.....₩ gro $5.50@$5.75

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $8.50
1½ qt. ₩ doz. $ .85; ₩ gr. $9.00
2 qt., ₩ doz. $1.15; ₩ gr. $13.00
} 10@ 15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No. 25.....₩ doz. $11.00
Invincible, No. 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lock Lever, No. 10...₩ doz. $12.00
Universal, No. 49.....₩ doz. $14.00
New Champion, No. 37 ₩ doz. $ 7.00
Iron Handle, No. 33...₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Dunlap's Saw and Chisel....₩ doz $4.50, 50%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₩ doz. $3 50
American, No. 33.....₩ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₩ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....60%@75%
Ceiling.....50@10&40%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%

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Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $13.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades 75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%

F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 408, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Avery's Revolving.....40%
Avery's Saw-Set and Punch. See Saw Sets.
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Rand's Centering Marking Tool..25%
Rice's Hand.....15%
Saddlers' or Drive, good ₩ doz..60@65%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

	½	⅝	¾
Barn Door, Light, In.			
Per 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₩ foot.....3¾c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet.	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
Competition.....₩ foot, 2¼c
Common.....₩ foot, 2¼c
Double Braced.....₩ foot, 2¾c
Lanes' O. N. T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronsed Wr't Iron. ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 2c
Sliding Door, Wr't Brass, 1½ in. ₩ ft, 30c.....30&10@40&5%
Terry's Steel Rail, ₩ foot.....3¼c
Victor Track Rail, 7c ₩ foot, 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $3.60
Boss, Garden, 18 teeth, net ₩ doz. $3.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.25@$3.40
Lawn Queen, Impr'd, net ₩ doz. $3.35@$3.50
Catch All...net ₩ doz. $3.15@$3.25
Jumbo.....net ₩ doz. $7.00@$9.00
Paragon....net ₩ doz. $2.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate 1.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Copper.....60&10&5@60&10&10%
Iron. American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or copperred.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₩ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope—

Cotton Rope, Best, ¼ in. and larger.....₩ ₤ 12 @14c
Medium, ¼ in. and larger.....₩ ₤ 10 @12c
Common, ¼ in. and larger.....₩ ₤ 8½@10c
Jute Rope.....₩ ₤ 5 @5½c
Manila:
7-16 in. and larger.....₩ ₤ 6¼c
½ in.....₩ ₤ 7 c
⅜ and 5-16 in.....₩ ₤ 7¼c
Hay Rope, Med.....₩ ₤ 6¼c
Sisal, ¾ in.....₩ ₤ 6¼c
¼ and 5-16 in.....₩ ₤ 6¾c
7-16 in. & larger.....₩ ₤ 5¾c
Med. L'th Y'rn.....₩ ₤ 5¼c
Hay Rope.....₩ ₤ 5¾c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₩ ₤ 4½@5c
Chinese Sad.....3½@3½c
Colebrookdale Iron Co.:
Crown, Improved Pol, ₩ doz. $6.50
Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₤ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles. ₩ doz.....$6.50
No. E 50, nickel-plated, size 1. 2 or 3 without handles, ₩ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles. ₩ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₩ doz. $3.50
No. E 60, nickel-plated, size 1, 2 or 3 with "best" handles. ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz. $9.30
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6.80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles. ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.80
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers. ₩ doz.....$3.50
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Pol.....₩ doz $6.50
Sensible, Tailors'.....₩ ₤ 30@34c

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₩ ₤ 16c
Cable Laid Russia....₩ ₤ 13½c@14c
Common.....₩ ₤ 8½c@9c
Common Russia Sash.₩ ₤ 12½c@13c
India Hemp Sash.....₩ ₤ 9½c@10c
Jute, good quality.....₩ ₤ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ₤ 30c
"Samson" Braided Drab, Cotton.....₩ ₤ 35c
"Samson" Braided Italian Hemp.....₩ ₤ 38c
"Samson" Braided Linen, ₩ ₤ 56c
Silver Lake:
A Quality, Drab..₩ ₤ 55c. 35@40%
A Quality, White, ₩ ₤ 50c. 35@40%
B Quality, Drab, ₩ ₤ 35c..... 15@15&7½%
B Quality, White ₩ ₤ 30c..... 15@15&7½%
White Cotton Braided, ₩ ₤ 21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10&10%
Sash Lifts Flush.....70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Corbin's Daisy, '95 list.....40@45%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97..65%
Hammond's Window Springs, A 50&10%
Hammond's Window Springs, B..50%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....35%
National Specialty Mfg. Co.....35%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....35%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....35%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished....₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....35@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&10%
Cross-cuts Nos. 3 and 4, $38.00; No. 5, $31.00.....40&10%
Richardson's.....35%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...30&10@30&10&5%
Scale Beams, List Jan. 12, '98..30&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $3.00.....40&10%
Box, 1 Handle.....₩ doz. $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&10@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Wm. Johnson's:
135 A.....70&10%
135½ Extra.....70%
138 Ebonized Handle.....70%
141½.....75%
143 Ebonized Handle.....70%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40.....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
Screw-Driver Bits, Parr's ₩ gro.$4.25
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
O.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....65%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%

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Iron, Forged Flat Head....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....33½%
Hand Rail.....33½%
Lag Screws. List Jan. 30, 1895. 30&10&5@55%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....35%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 80&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892. 50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 13, 1898.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shoes, Horse, Mule, &c.—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₩ ℔ 4c
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C. S. Edge.....60@7½&5
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....35%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Slicers—

Vegetable, Enterprise.....35%

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2nd Quality.....33½%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33½&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
25% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, 5/16, and ¾ inch, ₩ ℔.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33½&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks .....90&10%
Carpet Tacks:
American, Blued...90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Locking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....60&10&5%

MISCELLANEOUS—
Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $3.00
Bonnie Blue.....₩ box $1.50
Can Opener Carpet Tacks. ₩ gr. $4.00
Dble. Point. 90&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks. 66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&25&5%
Keuffel & Esser Co , New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33½%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tobacco Cutters—

National Specialty Co.....40%

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33½%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz. $1.75
Floor Hooks, ¾ in. ₩ doz. ... .65
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$2.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz. $3.00
Malleable Rafter Brackets, ₩ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch. ₩ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent.....7 @7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $13.00
Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

GAME—
Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5 @10&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—
Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ doz $3.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 15%
Mouse, Wood, Choker, ₩ doz holes 10c@90c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00

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Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₩ gro., $4.50
Snap Shot, 4-Hole....₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector.70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50& 10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $30.00.....60&20%
Daisy, ₩ doz., $12.00.....60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $6.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire and Wire Goods—

Brass Wire.....40%
Bright Wire Goods, Standard list 35&10&10@90&10%
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80@80&10%
Galv., Nos. 0 to 18.....80@80&10%
Tin'd, Tinned list Nos. 0 to 18.....75&10@80%
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 to $ 90%
Wire Clothes Lines, see Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting..80&10@80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10
Steel Bolting Wire Cloth.....30@55

Wire Rope—

List.
Cast-steel.....30&3⅓&2% cash
Iron.....30&3⅓&2% cash
Iron, Galvanized..30&3⅓&2% cash

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Aiken's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....60%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's.....30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&3%
"Mechanics".....40&10&10 &5&5&3%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut.....40%
Whitman & Barnes:
Acme.....60@60&5%
All Steel Pipe.....50&10@60%
Always Ready.....35@40&10
Bull Dog.....60&10%
Diamond Cycle.....₩ doz. $3.00
Drop Forged Engineers.35@40&10%
Hercules.....70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.50&10 @50&10&7½%
Regular.....80&5@ 0&10&5%
J. H. Williams.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .₩ gallon.....43c
Linseed, City, Boiled, in barrels ₩ gallon.....45c
Out of Town on Spot..₩ gal.....43c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Western, Prime.....45@46c
Extra, No. 1.....37c
No. 1.....32@33c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$20.00
Barytes, American Floated, ₩ ton $22.50@$25.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....5c
White Lead, American, in Oil, ₩ lb.....5½@6c
White Lead, Foreign, in Oil, ₩ lb 6@6½c
Litharge, Kegs, ₩ lb.....5½c
Zinc, American, Dry, ₩ lb....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....31@——c
In machine bbls.....30½@——c

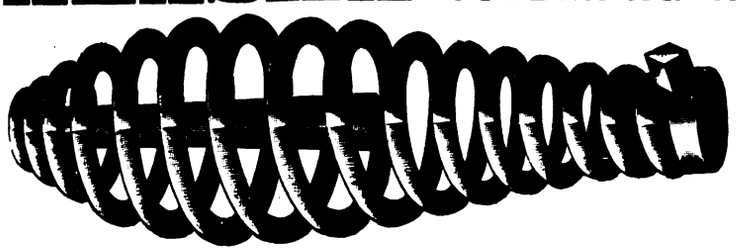
Dry Colors—

Blue, Chinese	₩ lb	30	@35 c
Blue, Prussian	₩ lb	29	@33
Blue, Ultramarine	₩ lb	6	@25
Sienna, Italian, burnt & powdered	₩ lb	4½	@10 c
Sienna, Italian, raw & powdered	₩ lb	3	@4½c
Umber, Turkey, burnt	₩ lb	2½	@3½c
Umber, Turkey, raw	₩ lb	2½	@3 c
Green, Chrome, Ordinary	₩ lb	4	@12 c
Green, Paris, in bulk	₩ lb	13½	@15½c
Indian Red, American	₩ lb	2½	@ 3 c
Indian Red, English	₩ lb	4½	@8½

Colors in Oil—

Black Coach Japan	₩ lb	18½	@20
Black Coach Japan, in Oil	₩ lb	12	@13 c
Black Drop	₩ lb	7	@10 c
Black Lampblack, Best	₩ lb	12	@15 c
Black Lampblack, common	₩ lb	7	@10 c
Blue, Chinese	₩ lb	35	@40 c
Blue, Prussian	₩ lb	25	@35 c
Blue, Ultramarine	₩ lb	16	@21 c
Sienna, bur't	₩ lb	8	@12 c
Sienna, raw	₩ lb	7	@10 c
Umber, burnt	₩ lb	7	@10 c
Umber raw	₩ lb	6	@10 c
Brown, Vandyke	₩ lb	7	@12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

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Made only by . . . .

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"TOO VALUABLE TO BE WITHOUT."

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"CANNOT FAIL TO HELP OUR BUSINESS."

J. C. Tanger & Co., Hanover, Pa.: Please find $1 enlosed for one year's subscription. After examining a specimen copy, we think it one of the best, and that it cannot fail to help us in our business.

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Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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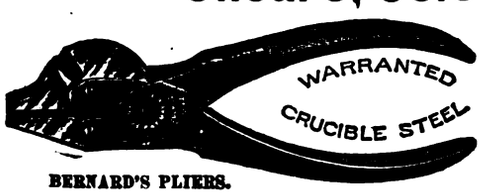
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The merchant can recommend with confidence.
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Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when
THE VERY BEST
can be had at a small advance over poorer
QUALITY?

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JOSEPH RODGERS & SONS, LTD.,
SHEFFIELD, ENGLAND,
Has had neither equals nor superiors in the manufacture of

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TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

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Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.
We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.
If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.
ALFRED FIELD & CO.,
93 Chambers Street, New York.

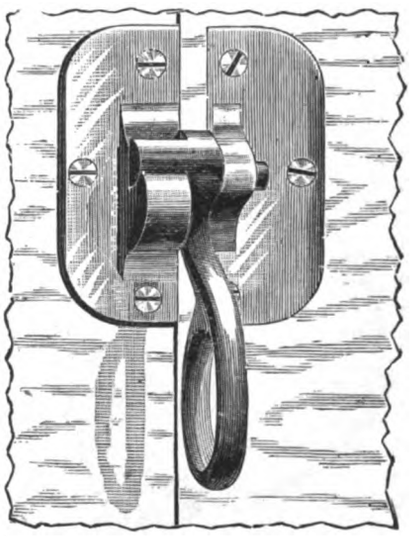
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PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACH,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
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The CONROY PATENT
Refrigerator Fastener.
The only Practical Fastener in use.



Manufactured and sold to the trade by
P. J. CONROY,
Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder
Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

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California, JOHN WOODLOCK, 26 Beale Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

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THE POPULARITY

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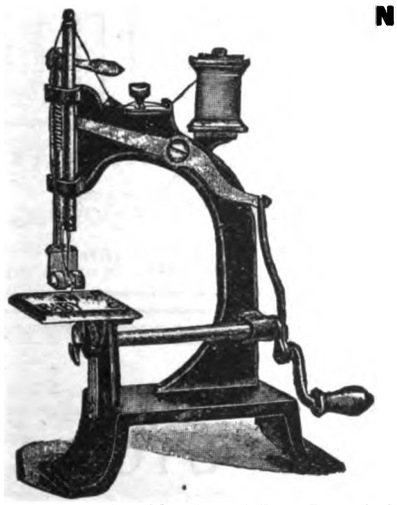
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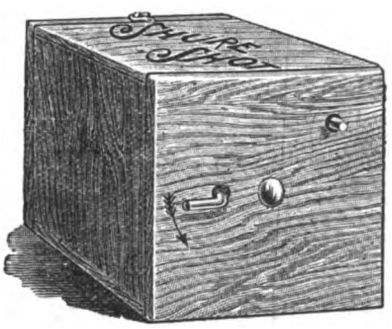
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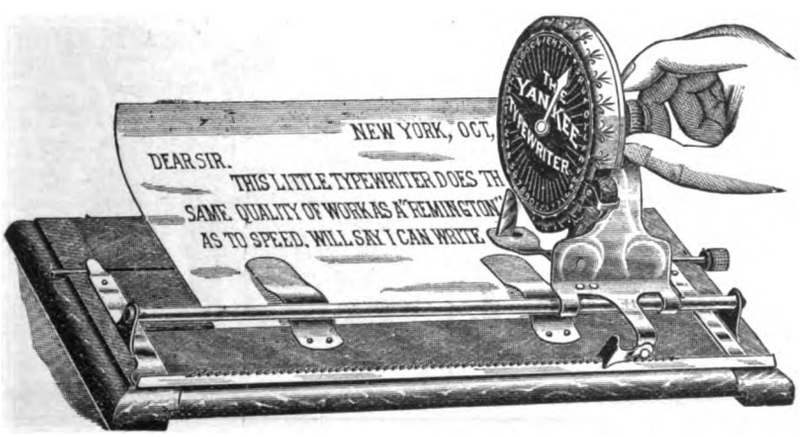
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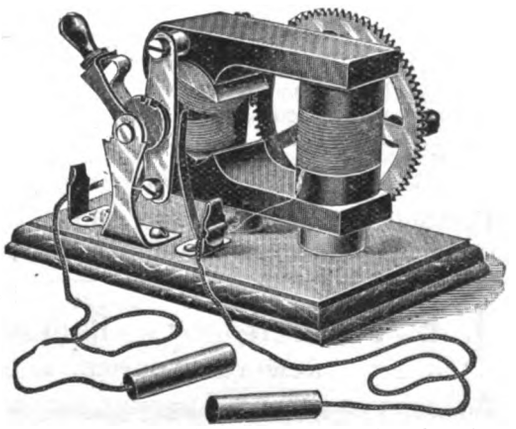
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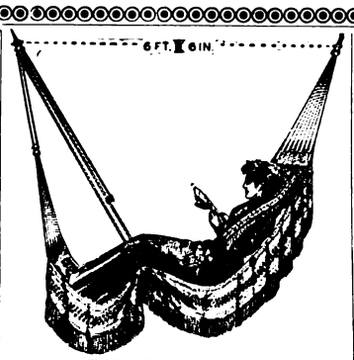
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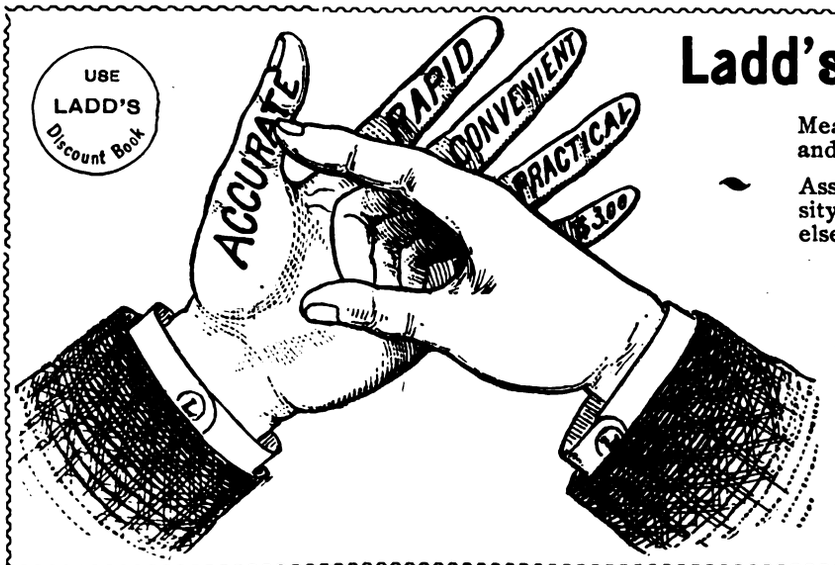
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Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Hammocks.

I. E. Palmer, Middletown, Conn.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers, Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton, Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Buchel Brush Novelty Co., New Orleans, La.
F. S. Burrows, New York.
Clark & Gowles Plainville, Conn.
Edgar Mfg. Co., Reading, Mass.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.
Hammacher, Schlemmer & Co., New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia.
H. H. Mayhew Co., Shelburne Falls, Mass.
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Patterson, Harral & Gray, N. Y.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Specialty Novelty Co., Lancaster Pa.
Surpless, Dunn & Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
T. F. Welch & Co., Boston.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
S. W. Owen Co., Norwalk, Ohio.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., New York.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Horse Shoes.

Bryden Horse Shoe Co., Catasauqua, Pa.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Ordner Mfg. Co., Cleveland, Ohio.

Hose Pipe.

John W. Buckley, New York.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

John W. Buckley, New York.
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Parker Ice Tool Co., Worcester, Mass.

Ice Cream Freezers.

John H. Graham & Co., N. Y.

Insurance.

Mutual Life Insurance Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Chimneys.

Parish & Unger, New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton, Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Rufus E. Eggleston, New York, Philadelphia, Chicago.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Walter W. Woodruff & Sons, Mount Carmel, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
J. K. Williams, Akron, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Mechanical Rubber Goods.

New York Belting & Packing Co., Ltd., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Mosquito Netting.

I. E. Palmer, Middletown, Conn.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.
J. K. Williams, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.

Nutmeg Graters.

Edgar Mfg. Co., Reading, Mass.

Nuts.

Walter W. Woodruff & Sons, Mount Carmel, Conn.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Ovens.

Monarch Stove Co., Mansfield, O.
Union Heater Supply Co., Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. D. Johnston, Newport, R. I.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mf. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pleasure Wheels.

Strobel Mfg. Co., Marion, Ohio.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Police Equipments.

Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.

Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont, de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
U. S. Smokeless Powder Co., Batavia, N. Y.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
I. E. Palmer, Middletown, Conn.
Queen Sash Balance Co., New York.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Union Heater Supply Co., Detroit, Mich.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Monarch Stove Co., Mansfield,
Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

See Traps.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia.
Eugene L. Johnson, Cincinnati, Ohio.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.

Roof Trusses, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rules.

Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

Sash Locks.

Rufus E. Eggleston, New York, Philadelphia, Chicago.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.

Saws, Butchers'

John Chatillon & Sons, New York

Saw Sets.

E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
Bennett Combination Saw-Tool Co., New York.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Sickels & Nutting Co., New York.

Screws.

Franklin S. Miles, Philadelphia.
Walter W. Woodruff & Sons, Mount Carmel, Conn.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.

Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Single Tube Tires.

New York Belting & Packing Co., New York.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Philadelphia, Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Snow Shovels.

Underhill, Clinch & Co., New York

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.

E. T. Barnum, Detroit, Mich.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.
Cleveland Machine Screw Co., Cleveland, Ohio.

Staples.

Walter W Woodruff & Sons Mount Carmel, Conn.

Statuary.

E. T. Barnum, Detroit, Mich.

Steel Goods.

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.

Harrington & King Perforating Co., Chicago.

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Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.

Edward Miller & Co., Meriden, Conn.
Monarch Stove Co., Mansfield, O.
Phillips & Clark Stove Co., Geneva, N. Y.
Plume & Atwood Mfg. Co., New York.

Stove Mittens.

Diamond Hardware Co., Boston.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.

Structural Iron Work.

Berlin Iron Bridge Co., East Berlin, Conn.

Swings.

Dain Mfg. Co., Carrollton, Mo.
Strobel Mfg. Co., Marion, Ohio.

Tackle Blocks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn

Tack Pullers.

Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.

Tailors' Irons.

Union Heater Supply Co, Detroit, Mich.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Tiling.

New York Belting & Packing Co., Ltd., New York.

Tinning.

C. H. Angus, Albany, N. Y.

Tin.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Tin, Perforated.

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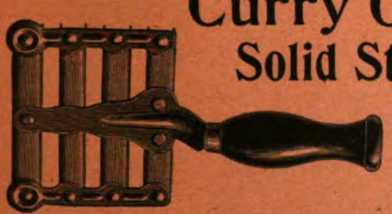
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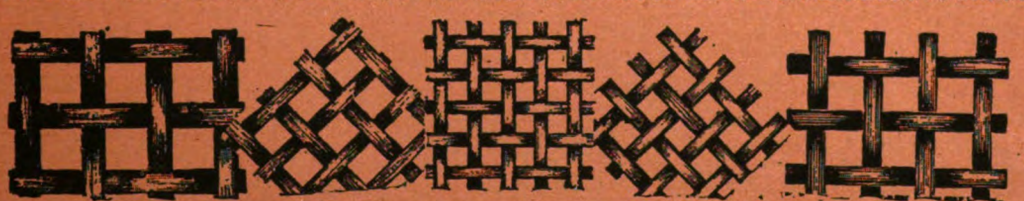
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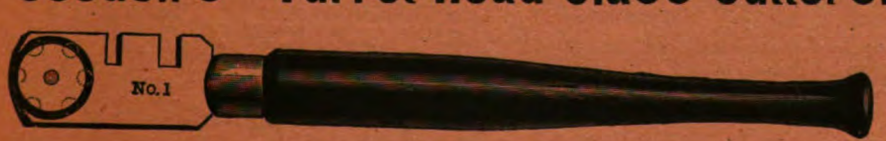
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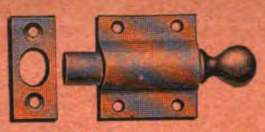
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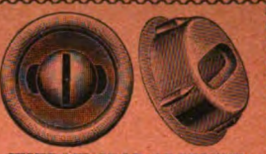
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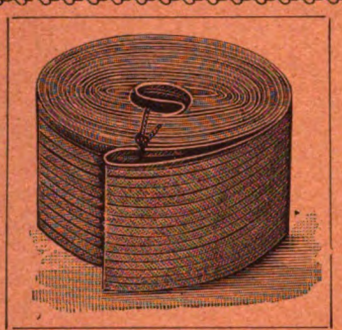
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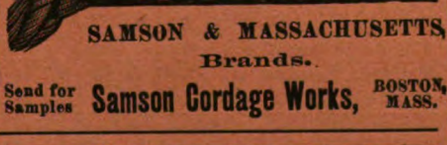


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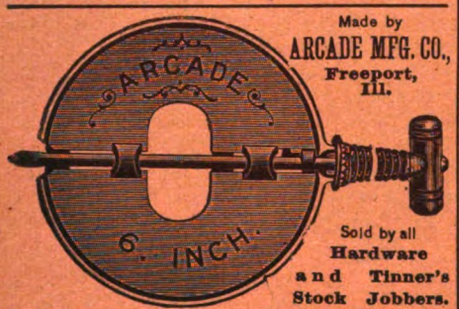
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BARB WIRE.

Wire Straightened and Cut to length.



Made by
ARCADE MFG. CO.,
Freeport,
Ill.

Sold by all
Hardware
and Tinner's
Stock Jobbers.

THREE OF THE FINEST CORK SCREWS.



Our 1898 Catalogue of Cork Screws, Cork Pullers. Lemon Squeezers, &c., is now ready. Write for it,
ERIE SPECIALTY CO., Erie, Pa.

ESTABLISHED 1857.

WALLACE BARNES,

Manufacturer of Flat, Coiled and Wire

Steel Springs of Every Description.

SEND SAMPLE FOR PRICES.

BRISTOL, - - CONN.

E PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
PRICE-LIST TO APPLICANTS.

HEBER WELLS,
157 William St., NEW YORK.

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ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

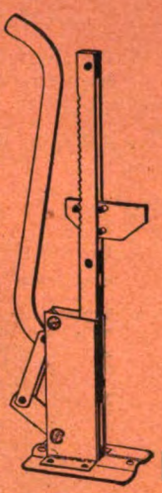
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MANUFACTURER OF

FELT SHOW CASE MATS.

GAME COUNTERS AND OTHER
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No 12 CENTRE ST NEW YORK



LANE'S STEEL JACK.

NO CAST METAL
NO WOOD.

Operated by powerful compound levers.

No. 1, to lift 900 lbs.
" 2, " 1800 "

LANE BROS. COMPANY
POUGHKEEPSIE, N. Y.

ESTEY WIRE WORKS CO.

NO. 65 FULTON ST., N. Y.

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WIRE CLOTH and WIRE WORK

Of Brass, Copper, Iron, Galvanized and Steel Wire of all meshes and grades. For Mining, Milling, and all other purposes. Locomotive Spark Wire Cloth, &c.

For Bank, Office and Counter Railings Wickets, Grills, etc., in Brass Bronze, Oxidized and other effects Elevator Enclosures &c.

Coal and Sand Screens, Riddles for Export and Foundry Use. Galvanized Twist Netting, Wire Window Screens, &c.

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Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

We are the largest manufacturers of Buffs in the United States. . . .

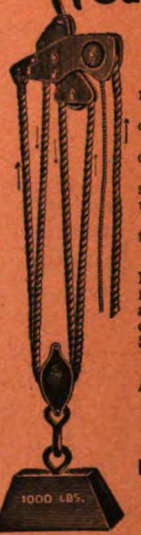
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WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

THE BURR PATENT
STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of."
J. C. DEBES,
Supt. of the C. & G. Cooper Co.,
Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .
BURR MANUFACTURING CO.,
823 Society for Savings Bldg.,
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STAND'D HEAD 8



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

THE ORIGINATORS OF

Hot Forged AND Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.

LIGHT HEAD 8





WITH THIS SCREW LADIES CAN DRAW TIGHT CORKS EASILY.

WILLIAMSON'S

HAND POWER CORK SCREW,

Pulls the Cork out of the Bottle.

DIRECTIONS FOR USE:

KEEP ON TURNING, DO NOT PULL.

No. 7042, Bronze Cup, Maple Handle $2.50 per doz.
No. 8042, Nickel Cup, Maple Handle $3 00 per doz.

For Discounts and other Styles send for Catalogue.

C. T. WILLIAMSON WIRE NOVELTY CO.,
NEWARK, N. J.

Manufacturers of Wire Specialties for the Trade.

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Represent 35 Years of Experience in File Manufacture.

NICHOLSON

FILES

5 Factories. . . . . 76,800 Daily Production.

NICHOLSON FILE CO.,
PROVIDENCE, R. I., U. S. A.

CHAS. J. STEBBINS.

NAILS

103 Reade Street.
NEW YORK.

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on Hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,
OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON
For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.



FRANKLIN S. MILES
MANUFACTURER OF
Brass, Iron, Steel and German Silver
SCREWS.
All kinds of Special Screws.
205 QUARRY ST. - - PHILADELPHIA, PA.

SUBSTANTIAL REDUCTION IN PRICES
—OF—
GOSHEN SWEEPER CO.'S
Full Line of
High-Grade-Sweepers.



Sole Manufacturers of the . . . .

CELEBRATED CAM ACTION.

. . . . Also a full line of

Broom Action Sweepers.

Every Sweeper bearing the name GOSHEN Guaranteed. Write us for new prices before placing your order elsewhere.

GOSHEN SWEEPER CO.,
GRAND RAPIDS, MICH.

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OUR FAMILY CASE OF TOILET PAPER

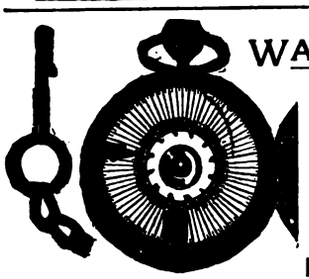
SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

A.P.W. PAPER CO ALBANY, N.Y.

RETAILS FOR $1.00 PER CASE.

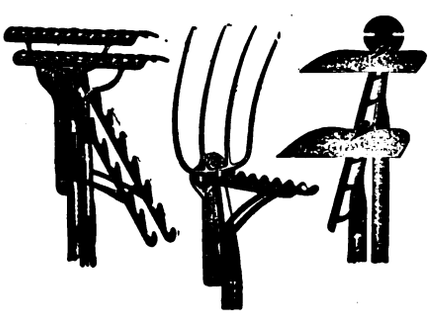
A.C. AUSTIN ENG. CO. ALBANY N.Y.



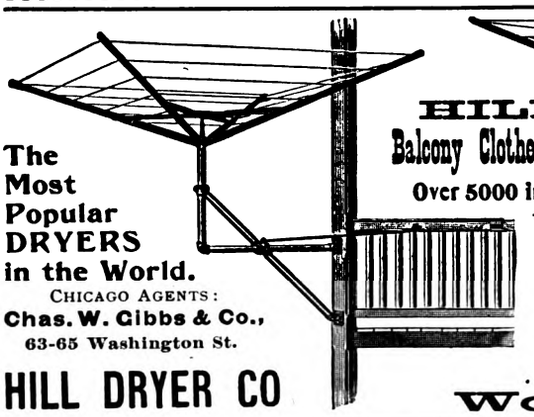
HAHN'S LATEST IMPROVED
WATCHMANS' TIME DETECTOR,
WITH SAFETY LOCK ATTACHMENT.
Highest Award at Columbian Exposition.

This Clock is neat, thoroughly reliable and very durable. **Cannot be tampered with.** Price moderate. Is adapted for six or twelve stations, having a different key for each. Registering is done by number from 1 to 6 and 1 to 12, each station having its number. No chance for a fraudulent record here. Old style detectors mark by holes or an impression on dial, the same for all stations. Allowance made for old Detectors. Send for circulars, prices and further particulars.

NANZ & CO., 116 CHAMBERS STREET, NEW YORK.



HAGER'S
DISPLAY BRACKETS
For Forks, Shovels, Rakes, Hoes, &c.
ARE THE BEST!
Sold by Your Jobber, or
JOHN N. HAGER,
MANUFACTURER,
Ft. Atkinson, Wis., U. S. A.



The Most Popular DRYERS in the World.
CHICAGO AGENTS:
Chas. W. Gibbs & Co.,
63-65 Washington St.

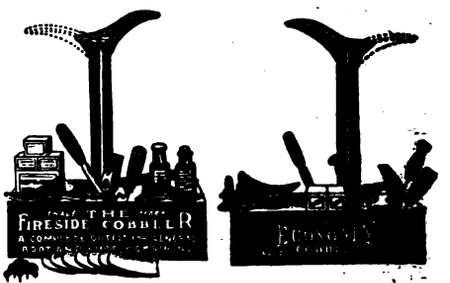
HILL'S Balcony Clothes Dryers.
Over 5000 in use in Worcester, Mass.

HILL'S Champion Clothes Dryer, for Yard.
More than 100,000 in use.

Send for Catalogue.

HILL DRYER CO
Worcester, Mass.

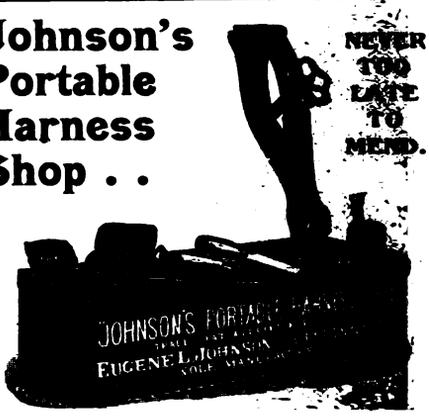
Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.
The ROOT BROS. CO., Plymouth, O.

Johnson's Portable Harness Shop . .

NEVER TOO LATE TO MEND.



Is a complete Harness Repair Equipment. The tools and supplies are of standard quality, the seat is a varnished chest (18x8x5) and contains the outfit when not in use. SO SUBSTANTIAL as to last a lifetime. SO PRACTICAL as to be an ECONOMIC NECESSITY to horse owners! Your customers want 'em! Jobbers sell 'em!

EUGENE L. JOHNSON, Sole Manufacturer,
Cincinnati, O., U. S. A.
J. C. McCarty & Co., N. Y. Agents, New York.
CORRESPONDENCE SOLICITED.

How many did you say, a Car Load?

Yes, we can easily sell that many

CHAMPIONS

because they are Built properly and Easy to Sell.

EVERYTHING IN WOOD AND STEEL BARROWS.

The Bryan Mfg. Co., Bryan, Ohio, U. S. A.



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Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

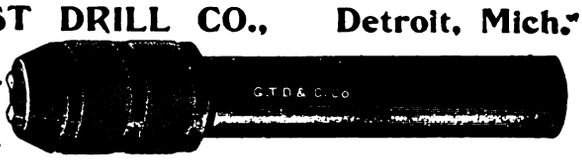


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WARNER ELEVATOR MFG. CO. Cincinnati, Ohio.
MAKE ELECTRIC, HYDRAULIC HAND AND STEAM.
WE HAVE 3000 RUNNING
WRITE FOR INFORMATION BOOK No 40.

DETROIT TWIST DRILL CO., Detroit, Mich.

Sole Manufacturers of
Graham Grooved Shank System of Chucks and Drills.
. . . SEND FOR CATALOGUE.



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RIVETS PLAINVILLE, CONN. SPRINGS
STAMPING AND FORMING

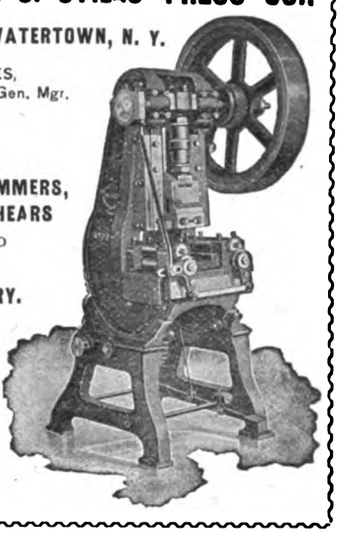
THE E. S. STILES PRESS CO.,

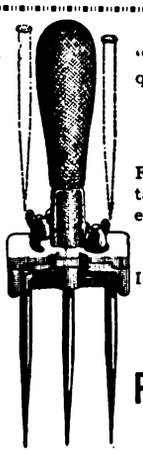
WATERTOWN, N. Y.

E. S. STILES, Treas. & Gen. Mgr.

PRESSES,
DIES,
DROP HAMMERS,
POWER SHEARS
AND
SPECIAL MACHINERY.

Correspondence Requested.





Every family should use this "SHAVE," illustrated; can be quickly changed into an **Awl.**

Crushers

For Ice Cream Manufacturers take the place of power crushers. Are used extensively. . . .

WARRANTED TO PLEASE.

Ice dealers say our

Cart Shave

is superior to all others

PARKER ICE TOOL CO.,
WORCESTER, MASS.

You take no risk on the quality. We make only the best!



Sand Papers IN **Reams and Rolls**
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
162 LAKE STREET, CHICAGO.

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WANTED TEN OLD BICYCLES.

New HOWARD CHAINLESS
To be given in exchange.

OUR Advertising Department proposes to give ten latest Improved Howard Chainless Bicycles, valued at $125 each, in even exchange for an equal number of the oldest bicycles of any make, in good order and condition for use. Awards to be decided from applications sent in before the 4th of July.

All You Have to Do is to send to us in a sealed Envelope:—1. Your name, residence and postoffice address. 2 The name, factory number and description of the bicycle. 3. If you want our illustrated catalogue send two 2-cent stamps.

If you have an old bicycle you merely send the required information. It may bring to your door the best bicycle in the world in exchange for your old one. This is no scheme to secure a payment, subscription, or admittance for an agent. We want the names of people who can use good bicycles. We make HOWARD CHAINLESS BICYCLES exclusively and want to sell one or two in every town this season. Have been making chainless bicycles for years. If no agent in your town handles the Howard Chainless we will allow the first person who buys a liberal amount for his old wheel and offer him an agency.

Advertising Department **HOWARD CHAINLESS CO.,** 760 Summer Ave., Newark, N. J.

HARDWARE DEALERS SELLING BICYCLES

Are making a pleasant and profitable addition to their business. More Hardware Dealers are selling **"Imperials"** as a side line than any other class of merchants, and WHY?

"Imperial Wheels" The Go-Lightly Kind

Registered Trade Mark.

are easy to sell—easy to ride. They give satisfaction and please the riders. **"Imperials"** list this season at

$50, $40 AND $30.

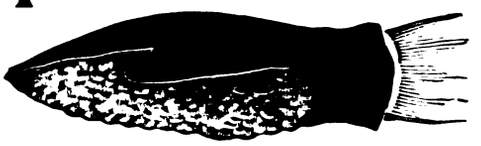
Highest Standard maintained in Workmanship, Material and Finish. They are bound to be Money Makers for any Dealer. ***WRITE FOR TERMS AND DISCOUNTS.***

AMES & FROST COMPANY, CHICAGO.

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"EVERYTHING IS COMING UP."
BUSINESS IS BETTER AND THERE WILL BE
A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.

RESERVOIR VASES



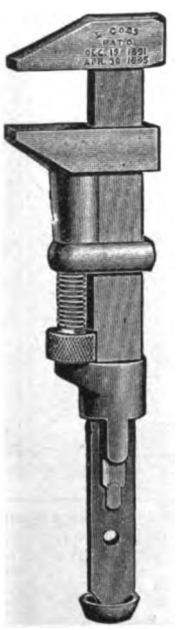
SETTEES, CHAIRS
And all kinds of
LAWN FURNITURE,
Fountains, Iron and Wire Fencing,



11½ MANGER.

STABLE FIXTURES,
Weather Vanes, Fire Escapes, Counter and Bank Railing.

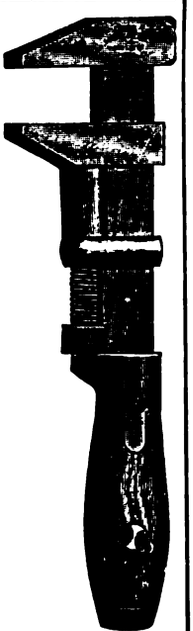
E. T. BARNUM, DETROIT, MICH.
Agents Wanted. Mention this paper.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY
COES WRENCH CO.,
WORCESTER, MASS.

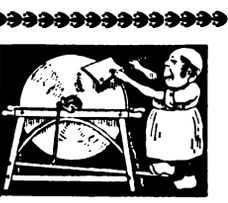
Established in 1839.
Registered April 9, 1895.
Patented Dec. 15, 1891.
Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar, Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.



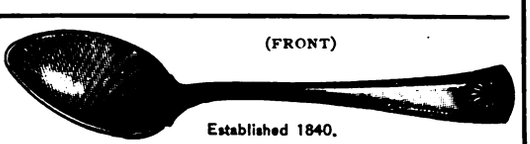
The Best Grit and the Best Frame
GO WITH OUR MOUNTED

Grindstones.

WRITE FOR CATALOGUE AND PRICES.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.

Highest Grade of
Silver Plated Ware
In Spoons, Forks, Etc.
Manufactured by



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Established 1840.

L. BOARDMAN & SON, East Haddam, Conn.



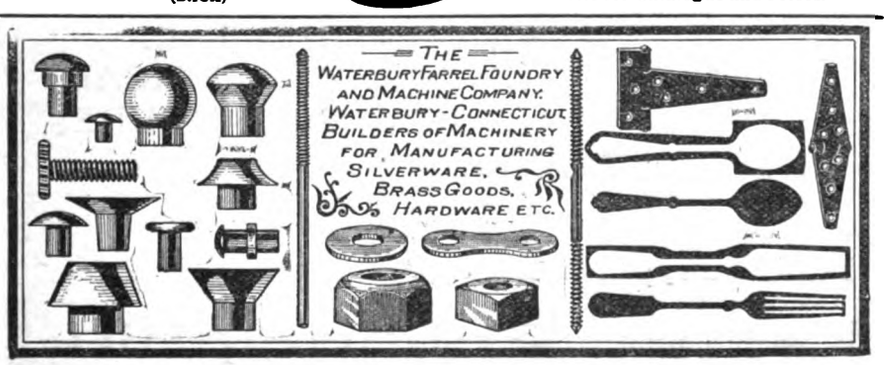
(BACK)

Also Nickel Silver Flat Table Ware and Britannia Spoons.
Write for Catalogue and Prices.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.

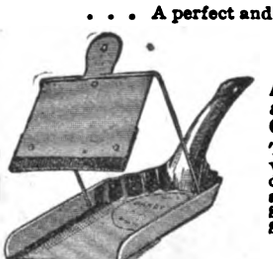


Holroyd & Co.,
Waterford, N. Y.



DROP FOOT PRESSES POWER HYDRAULIC PRESSES

The DANDY SINK CLEANER.
. . . A perfect and complete



Household Specialty.
A Sink Cleaner and Shovel Combined. . .
Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .
TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,
John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

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How's Your Stock?

Consult Your Jobber About

ENTERPRISE

Meat and Food Chopper

Tinned



No. 5, Small Family Size, $2.00

Cherry Stoner



No. 1, Japanned, $7.20 per dozen
No. 2, Tinned 9.00 per dozen

Meat Juice Extractor

Tinned



No. 21, $2.50

Bone, Shell and Corn Mill



No. 750, $7.50

Send for our 1898 Catalogue

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Branch Office
J. C. McCARTY & Co.
10 Warren Street, New York

LAWN MOWERS

BUILT ON HONOR.

A better assortment than ever. The machines manufactured with the same care and skill as shown in previous seasons.

LEADERS THE WORLD OVER.

Wise dealers will buy Lawn Mowers that will give their customers satisfaction not only for one year but for years to come.

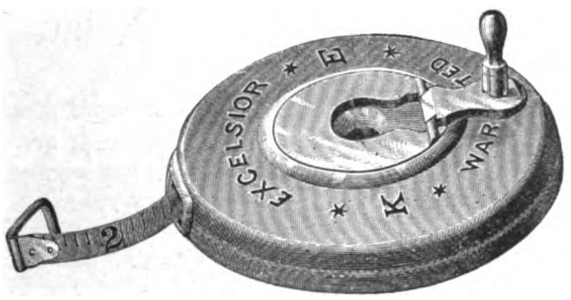
THE PENNSYLVANIA,
THE NEW QUAKER CITY,
THE GIRARD,
THE CONTINENTAL,
THE GREAT AMERICAN,
THE NEW DEPARTURE,
THE WESTFIELD.

SUPPLEE HARDWARE CO.,

Market and Fifth Streets, Philadelphia.

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KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

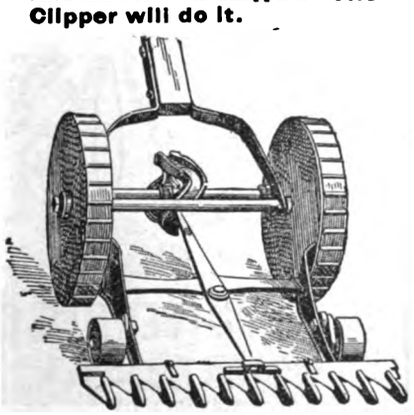
AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

The Mower...

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**

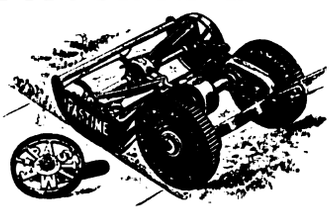


CLIPPER LAWN MOWER CO.,

. . . NORRISTOWN, PA

PASTIME LAWN MOWER and TRIMMER.

IMPROVED 1898 MODEL.



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All Sizes and
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These Butts are better than the ordinary kinds. Made only by

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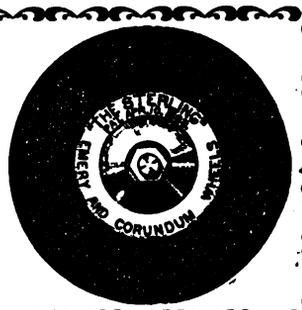
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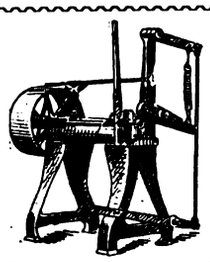


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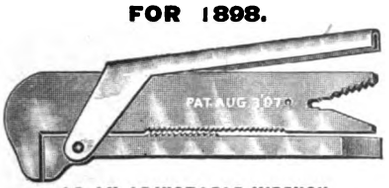
IS A GOOD ONE.

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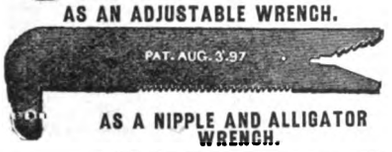
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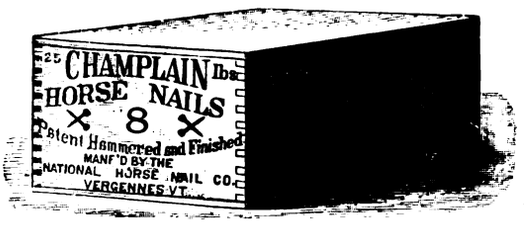
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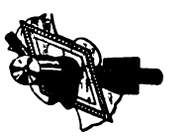
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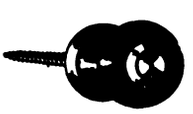

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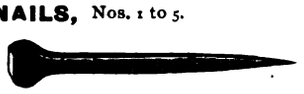
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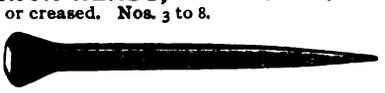
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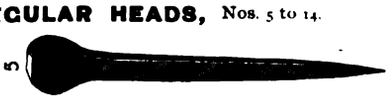
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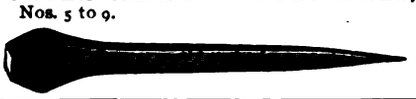
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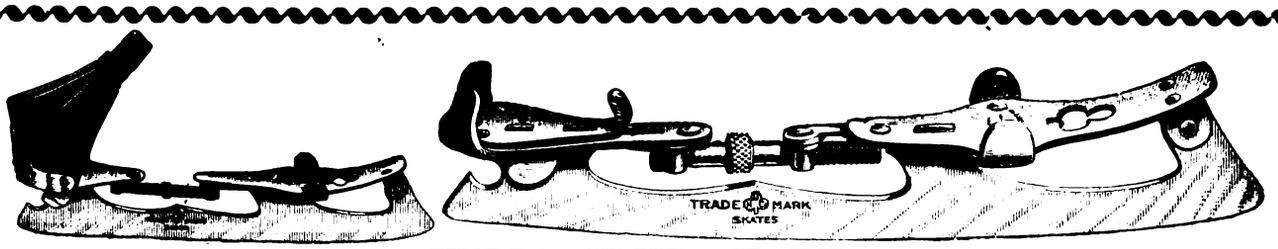
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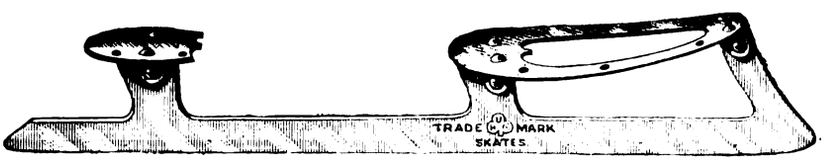
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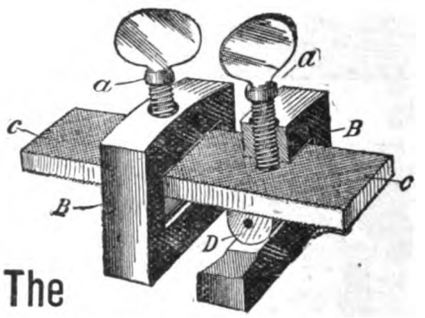


UNION CLUB SKATE.

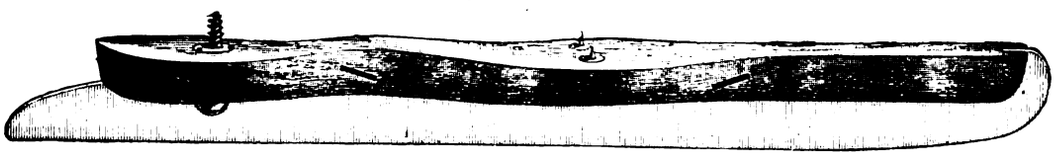




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The
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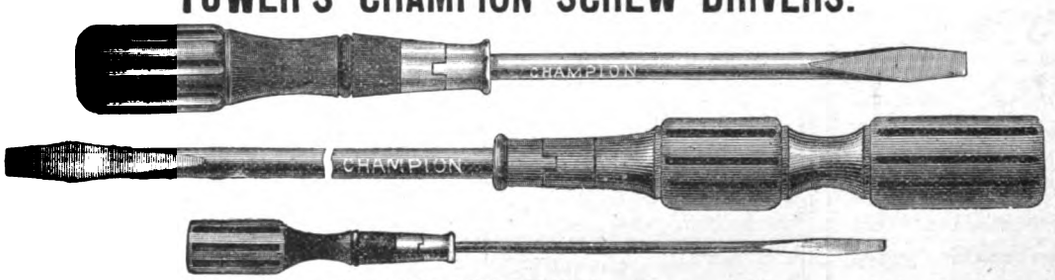
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New York Office in charge of TOWER & LYON. **Torrington, Conn.**

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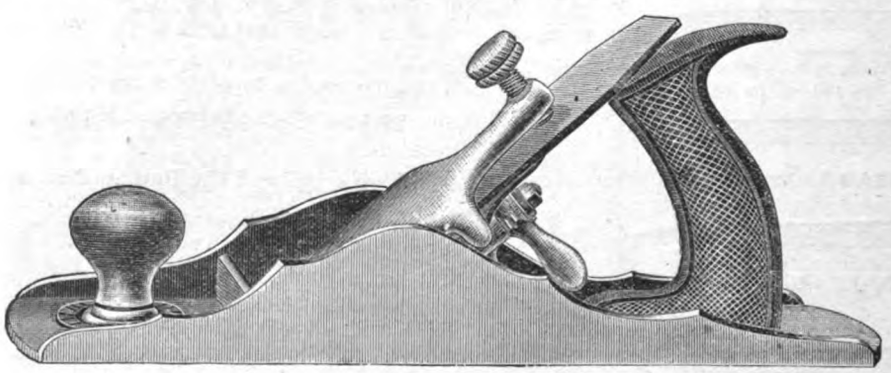
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See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







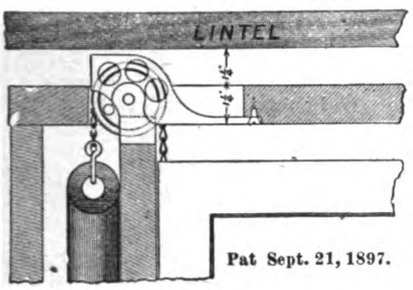
Improved Clarks Pattern. Lavignes Patent.

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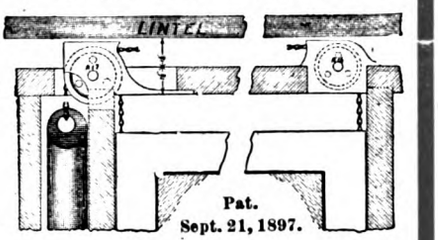
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No Extra Head-Room Needed.
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No Lead Weights.

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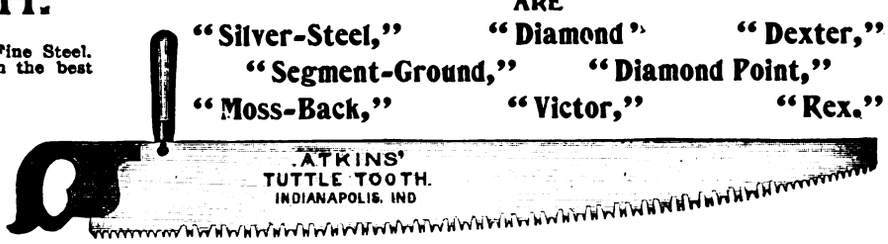
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SINGLE TWIST AUGER BITS.

We guarantee this Bit has no equal for boring into all grades of wood, hard or soft. Reasonable in price.

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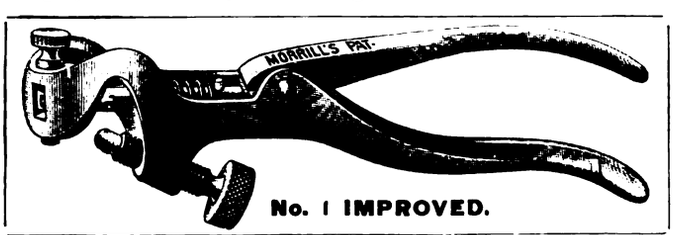
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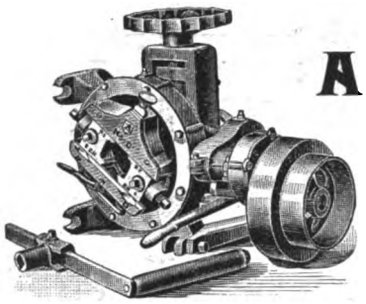
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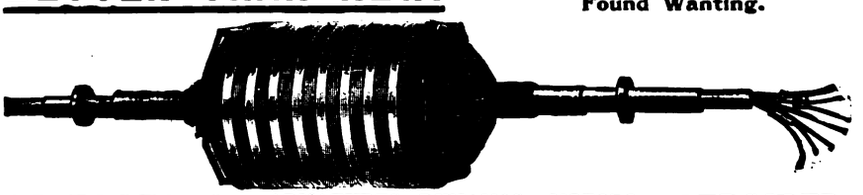


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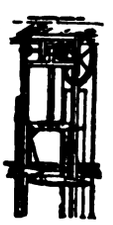
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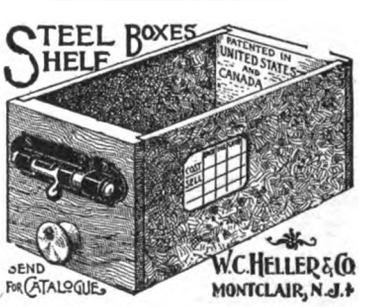
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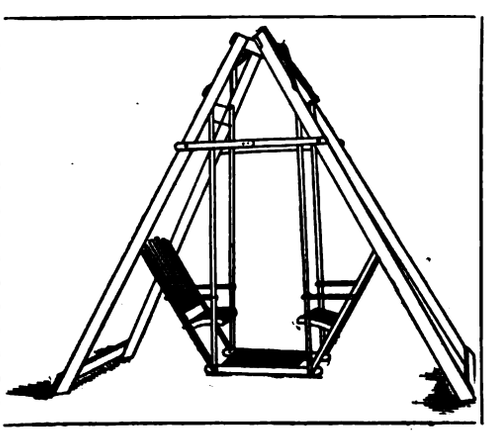
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Also SICKELS, PRESTON & NUTTING CO., DAVENPORT, IOWA.

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Zenith Cycle Saddle Co., Philadelphia, Pa. [*Bicycle Saddles*]: We believe that the trade on bicycle sundries must drift to the Hardware trade, as being so much more reliable. Your paper must then prove the most reliable as an advertising medium. Our advertisement has proved very satisfactory.

The ALASKA LAWN SWING.

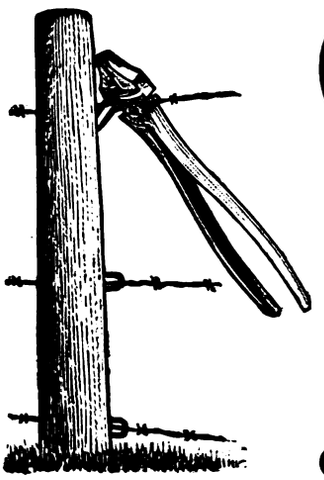


THE demand for the Alaska is such that its merits and selling qualities cannot be questioned. Made of good material and well finished. Its peculiar construction is such that it can be easily folded, set up or taken down in an instant. The seats are thoroughly adjustable; can be placed in any position desired. While the Alaska possesses many desirable features not found in others, yet its simplicity in construction enables us to quote

A price to the trade only, of $3.75 each; terms net cash.

DAIN MANUFACTURING CO., CARROLLTON, MO.

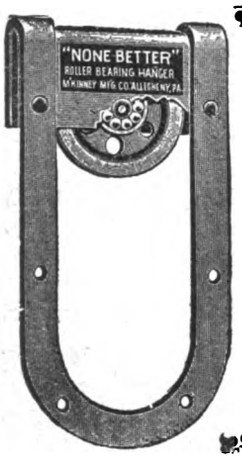
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Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis. _____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

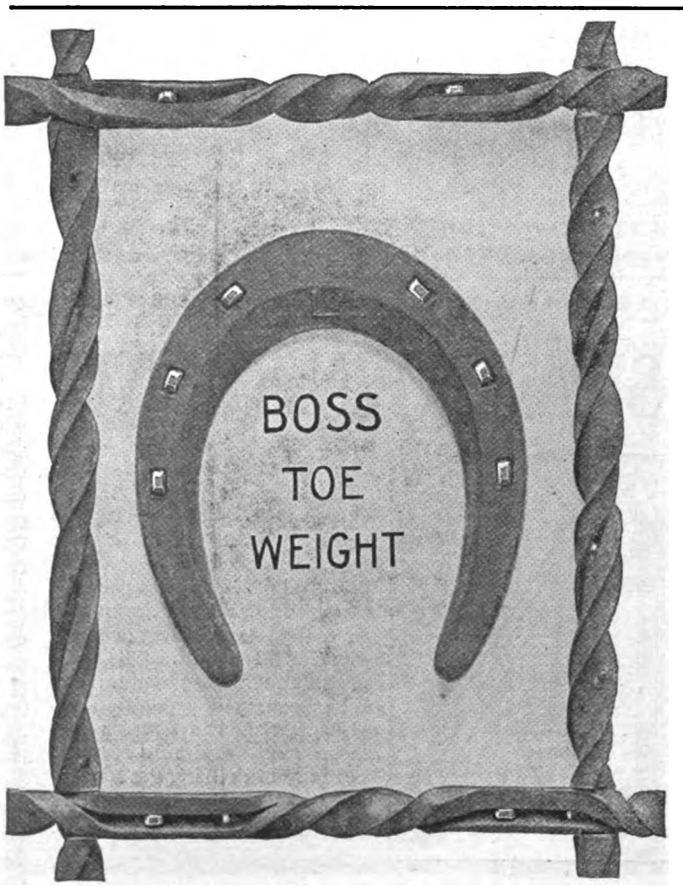
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No. 1 Special and No. 2 Standard.

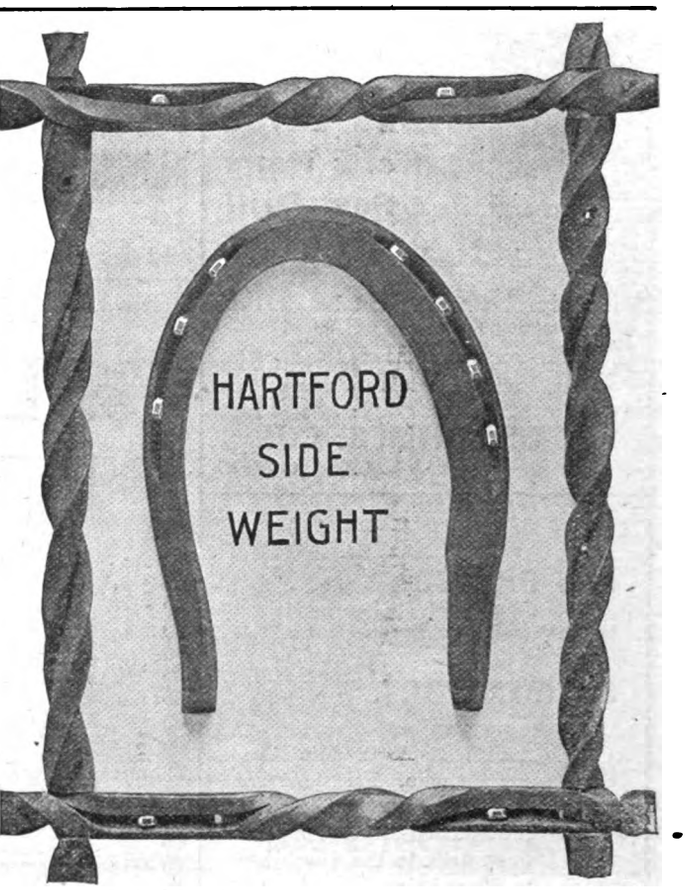
THEY WILL INTEREST YOU.

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.



Weight in Toe - Where Needed.
Speed and Knee Action Producer.
The Ideal Summer Comfort Shoe.



The Best Side Weight yet produced.
Prevents Interfering and Knee Hitting.
Made of best low carbon soft steel.

SEND FOR ILLUSTRATED CATALOGUE No. 14

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Manufacturers of the Greatest Variety of Horse Shoes and Racing Plates made by any one concern in the world.

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CATALOGUE FREE



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WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



F. E. MYERS & BRO.

ASHLAND, OHIO.

IRON ROOF

FOR SALE.

Width of building, 155 feet out to out, divided into a center span 66 feet, with a wing on each side 43 feet 6 inches; total length of the building 350 feet. This building is designed with brick sides and gable walls, with Iron Roof Trusses and Iron Supporting Columns; originally built for an Iron Foundry, but owing to the failure of the purchaser is now offered for sale at a bargain. Is admirably adapted for a Foundry for light or heavy castings, Machine Shop, Car Barn, or for any other general manufacturing purposes. We guarantee the iron work as good as new, building never having been used.

APPLY TO

The Berlin Iron Bridge Co.,

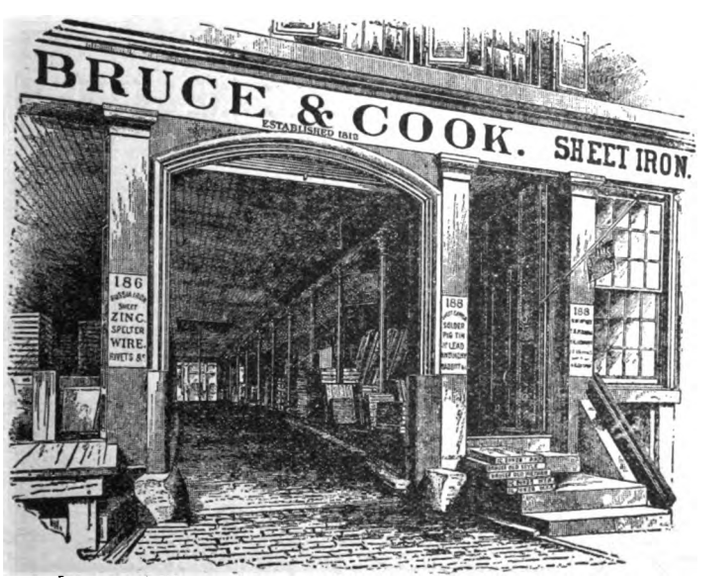
EAST BERLIN, CONN.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Bars.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Bars.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Wooden.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

. . MANUFACTURER OF . .

Patent Specialties.

Tin Cans and Boxes.

Patterns, Models, Drawings, Inventions Perfected.

Sheet Metal Stamping from your dies, or I will make dies for you. Send sample or drawing for prices. Specialty of fine experimental work.

F. S. BURROWS,

FACTORY, 305 PEARL ST., OFFICE, 107 BEEKMAN ST.,

NEW YORK.

"Bright and Newsy."

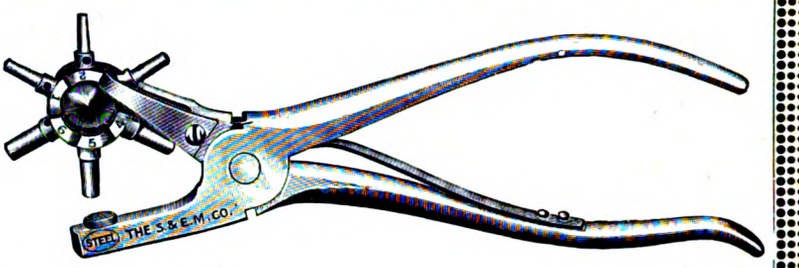
Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of



Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



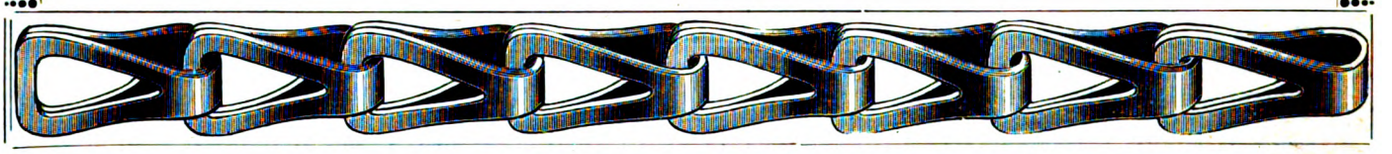
Sash Chains,

in . . "Giant Metal," Red Metal and Steel.



Closet Pulls and Plumbers' Supplies.

NEW YORK AGENT:
J. J. HALPIN, - - 62 Reade St.
PHILADELPHIA AGENT:
W. E. TRULL, - - 13 N. Sixth St.



DEALERS SAY

THE PEERLESS ANDES RANGE

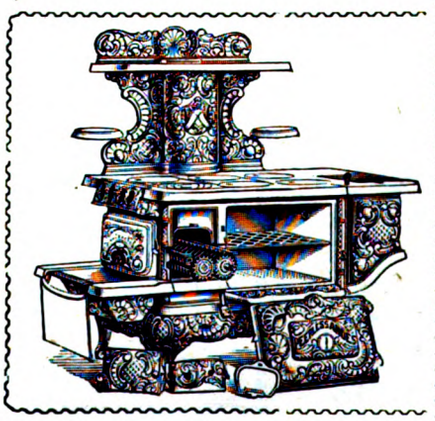
Has the

Best Construction, Most Handsome and Artistic Design;

IS

Perfect in Operation, Easiest to Regulate.

When placed on the salesroom floor



Will Sell Itself—

AND WE AGREE!

You can secure the agency if your neighbor has not.
. . . Write us. . . .

Phillips & Clark Stove Co.,

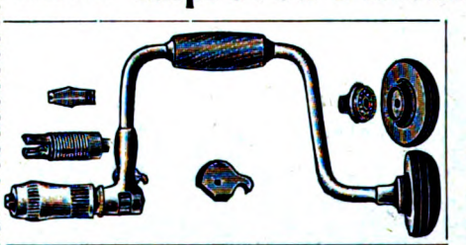
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LANCASTER MACHINE & KNIFE WORKS,

LANCASTER, N. Y.

Complete Line . . . **Improved Patent Braces.**



Lever Blade for Ratcheting.

Perfect work with any size of Bit.

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118 Lake St., Chicago.
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Address 505 SEARS BUILDING, BOSTON, MASS.



An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

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HARDWARE

VOL. XVII. JUNE 10, 1898. NO. 5.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The approach of the vacation season adds another cause to those springing from the war, for a lessening demand for general goods which has the effect of slackening the impetus surrounding manufacturing conditions, and will make the months of July and possibly August, as dull in point of promise as the summer season has usually been found.

The jobbing Hardware trade of the West continues to enjoy a good distribution of stock arising from a regular and steady demand. Notwithstanding excessive rains, the prospects for fine crops are of the most promising character. The comparative dullness in the Eastern jobbing trade, which has been the feature of the season, it is anticipated, will give way to advancing quotations which, before another season, will be made prominent through war taxes, an increasing circulation of money, in contemplation by Congressional action, and the widely expanding interests springing from the successful prosecution of the war, following the controlling necessity of having a standing army of larger proportions, and a navy in harmony with it in national importance.

The prices of sisal and manila hemp have been so rapidly advanced by the manufacturers that the jobbers who sensibly made early purchases, may be said to control the market, being able to cut current quotations largely, and still see a liberal profit.

Sheet zinc and copper rivets and burrs show some improvement in price under advancing conditions

The low prices prevailing on many goods have created a short supply in consequence of increased consumption largely upsetting calculations. This is notably the case with plain and barb wire, wire cloth, poultry netting, lawn mowers and garden tools generally, the slow delivery of which, even on early stock orders, has proven an embarrassment to the jobbing fraternity.

The month of June brings the end of the bicycle manufacturing season, with the exception possibly of assembling the few parts remaining over in sufficient quantity to make complete machines. The present season has not been as productive of either sales or profits as the makers hoped, when the campaign for the year was promulgated.

Low prices, even on leading wheels, were supplemented in other directions by the offering of many old and new productions at the lowest quotations ever known in the business. This, with the absence of so many of our young men, called into service of the government by war conditions, followed by a long rainy season of record-breaking significance, capped the climax, which had already been discounted by insufficient advertising and curtailed expenses.

The failures for the month of May have been much less in number than was anticipated, considering it was the first full month under war conditions. They proved to be less than in 1897, when they gave evidence, by their diminished number of the heavy improvement in business which made the year so remarkable. They were in number 222 for 1898, as against 241 for 1897. Even in Canada they show for May only half the number in 1897, being 16 as against 32 in that year.

Hardware Dealers as Cycle Agents.

It is inconceivable that the makers of first-class bicycles, even those having an established reputation, the result of many years' expenditure of money, should reach a point where they feel that profitable results, which should form a crown to all successful effort, can be reached without some systematic and sustained methods to interest the Hardware trade.

It is to be hoped, when planning the campaign for the coming season, that a greater degree of attention will be given to the desirability of agencies for the leading wheels being located among the dealers in Hardware in every enterprising town.

Make it interesting in some way to these reputable dealers, so that many may find it to their advantage to be the one house in any town to sell a particular wheel. Avoid making any arbitrary rules and distinctions, usually repelling in their nature, beyond naming an established price. Make the terms correspond with other seasonable goods, which make it unnecessary to pay for the goods almost before they are ready for the trade, or else suffer pecuniarily to the extent of a compulsory cash discount.

Upon some such terms the several makes of high-grade wheels could be successfully and economically marketed; a wider distribution would possibly result therefrom, and when a loss was made, it would not be of such an extensive character as to jeopardize the existence of the company represented.

Let the cheaper low-grade wheels only, seek department store channels for sale and distribution. There are few things that have so stultified the progress of marketing wheels of world-wide reputation under commendable auspices, than the fact that high grade, un-

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questionably superior cycles succumbed to the bargain counter moguls and decided to reach the public through such questionable representation.

The Hardware dealers of the country are a reputable body of long-established houses, possessing character, probity and honesty, backed up by capital and credit worthy of their honorable record. Contracts involving thousands of dollars of liability have every season been entered into by them under conditions and terms that have been scrupulously adhered to. If there is any one thing in which they would be found different from the usual run of bicycle agents, it would be a palpable lack of that irresponsibility which has invariably been the distinguishing feature of local aspirants for agency honors not already in established business.

The 20,000 to 25,000 Hardware dealers present a phalanx of workers from which a selection of agents could be obtained, the efforts of which to make a successful representation of manufacturing interests, would be of the most satisfactory and profitable kind, and redound to the lasting credit of all concerned. See to it, oh ye intelligent and far-seeing cycle makers, that efforts are inaugurated to secure these desirable and energetic workers for the season now approaching.

In Time of War.

The war still goes bravely on. A few shells are daily fired, some powder is burned, brigadier-generals are added to the list, and the Star Spangled Banner is gaily flying over a united country. The navy has shown that it is a magnificent machine in capable hands; an army is being created as rapidly as circumstances will permit, and volunteers are offering themselves in numbers far in excess of the demand. There has been seen, as Tennyson sings, "the sudden making of splendid names," and events have demonstrated that heroism is as abundant in these latter days of the nineteenth century, as in those older years when war was the world's chief occupation.

Viewed from all the standpoints of human experience or expectancy, results have been as satisfactory as could have been expected or hoped for. Spain has not yet been smashed, but all the hard knocks so far given have befallen her. The outlook does not promise her any serious advantages in the future. The only hope she ever had, that of foreign intervention, has become an impossibility—due largely to the faithful steadfastness of England as America's great European friend.

Meanwhile, the patriotic people of America are going about the business of life very much as though no war existed. There is a great supporting principle in the belief that one's cause is just, and that ultimate triumph is assured. In that case, neither conscience nor fear disturbs. The feeling now is that the Fourth of July of 1898 will see a double celebration—to the old-time patriotic outburst will be added the rejoicings over a peace that shall crown a victory nobly won.

Taxing Corporations.

The article in our last preceding issue, opposing the proposition to tax all corporations one-fourth of one per cent. on their gross receipts, has attracted much attention, and the Senate has recognized the justice of it, at least to the extent of exempting all corporations, except those refining petroleum and sugar, which are required to pay one-fourth of one per cent. upon their gross receipts, and sleeping car companies, which are required to pay a stamp tax of one cent on each ticket sold. This was accomplished by a special amendment offered by Senator White, of California, who admitted that he wanted to punish the large corporations in these particular industries. It is a curious illustration of the unthinking prejudice which yellow journalism has inspired in the public mind against the co-operative investment of capital. While the Standard Oil Co and the American Sugar Refining Co. have grown rich, they have conferred upon the public ten dollars of benefit for every dollar conferred upon their stockholders. This is illustrated by the following figures:

PRICES OF REFINED PETROLEUM OILS, PER GALLON.

	Cents.		Cents.
1871,	25.7	1891,	7.0
1881,	10.3	1898,	6.15

PRICES OF RAW AND REFINED SUGAR, BEFORE AND SINCE THE CONSOLIDATION OF SUGAR REFINERIES.

Before Consolidation.

(Average price for nine years.)

Centrifugals (Raw.)	Granulated (Refined.)
6.807 cents.	7.905 cents.

Difference between raw and refined, 1.098 cents.

After Consolidation.

Centrifugals (Raw.)	Granulated (Refined.)
4.291 cents.	5.272 cents.

Difference 0.981 cents.

Of the gross receipts of these corporations, probably two-thirds are paid out for labor, etc. That their labor is well compensated and well treated, is shown by the fact that neither of these corporations has ever had a strike. They have a far greater number of partners (stockholders) than the separate plants, which have been combined into these corporations, had. Corporations are simply a type of economic co-operation. Railroads would not be possible without them. The comforts and luxuries of modern civilization are almost wholly due to them. The Pullman Palace Car Co. probably contributes more to the comfort of humanity than most corporations. Yet, because it is a successful corporation, it is singled out as a shining mark for taxation. The bill expressly states that the tax shall be paid by the corporation, and they cannot add it to the price of their tickets. As regards oil and sugar, however, it is different. They can make the public pay the tax, raising their prices correspondingly. Senator White's proposition is like that of the man on horseback, who, thinking that his own weight was a sufficient burden for the horse, lifted the saddlebags and put them upon his own shoulders. Doubtless, corporations are sometimes unjust and tyrannical, but the weight of evidence on the side of their usefulness and beneficence is overwhelming, and we prophesy that the prejudice against corporations will fade away before the sunlight of experience and publicity.

The New York State Hardware Jobbers.

The regular meeting of the New York State Association of Hardware Jobbers was held in Troy, N. Y., on May 26th, the members being entertained by J. M. Warren & Co., at the Troy Club. There was the usual business session, after which an elaborate collation was served, covers being laid for nineteen. C. W. Tillinghast presided, and welcomed the guests in a brief speech, in which he referred to the various events of his long business experience. An address was also delivered by Gen. C. Whitney Tillinghast, II., and the president, Charles H. Turner, of Albany, expressed on behalf of the Association their appreciation of the cordial entertainment which had been extended.

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HARDWARE TRADE AND THE WAR.

During the past week *Hardware* has devoted considerable time to finding out the direct effect of the war upon the Hardware trade.

The result has been even more gratifying than could have been reasonably expected. In many cases, expressions of the most sanguine character, backed up by incontrovertible facts in the shape of accomplished business, have been received, while in no case is there a desire to view the situation from a pessimistic standpoint.

There can be no doubt that the Hardwareman, in common with all other men, is prone to come to a halt in open-eyed astonishment when confronted with anything that may be viewed as a disturbing element in commerce, and this same listless inaction is the most serious deterrent that befouls and clogs the wheels of commerce. Taking the most extreme stand that pessimism can suggest, and assuming there is absolutely no business, it is infinitely better mentally, morally, physically and commercially for the business man to have an aggressive plan of action mapped out, and to pursue this plan unflinchingly. Action must inevitably bring results, and properly directed action not only brings good results, but is attended by a host of minor blessings which, in their totality, are almost as important as business success. Action guards the mind by distracting the attention from petty annoying details, thereby permitting concentrated effort on the main points. It furnishes a constant motive, and in so doing, prevents the brain from becoming a gloomy storehouse for "dull care." In employing both mind and body, it feeds and grows upon itself, and gives birth to new energy and new effort, and, consequently, to new and increasing results. We may well borrow an example of this from the daily reports of the men of our navy. Speaking of the bravery of the men, and the excellent results obtained under hot fire from the enemy, an officer says: "The men were too busy to pay any attention to the fire from the forts," while all navy officers agree that the man who has the hardest time is the unfortunate non-combatant. That is the whole secret. Keep "too busy to pay attention to the enemy's fire," and your own work will show the results, despite the most depressing conditions.

We quote the following reports from among the many received, as showing that instead of retrogression, we can really show an increase of business over that of the preceding year, and that the only shortage is based upon a false estimate of expectation of a boom, rather than upon a fair comparison with other years.

E. W. Bliss & Co., Brooklyn, N. Y., report contracts on hand for one year in advance. These are in part government work, as the firm manufacture, among other articles of war and peace, the Whitehead torpedo, and are at present turning these out as rapidly as possible.

The Sickels & Nutting Co., New York, in reviewing their business for the present year, report an increase of 33⅓ per cent. in the West over the same period of the preceding year, while the Eastern conditions are constantly improving.

The Armstrong Mfg. Co., Bridgeport, Conn., report large sales of pumps, stocks and dies and tool-kits. While they are not supplying the government direct with these articles, there is no doubt of their destination, as every ship fitted out by the navy requires, in addition to a stock of fittings, a complete set of machinist's tools.

W. & J. Tiebout, New York, state that, notwithstanding the fact that a great many young men have been withdrawn from yachting life by the calling out of the Marine Reserves, the fact is more than compensated for by the amount of government and other orders made necessary in the fitting out of transports, and the remodeling of yachts and tugs into scout and torpedo boats. An increase over last year is shown.

A. G. Spalding & Bro., New York, can trace no bad results from the war. The sale of sporting goods of all descriptions has been retarded more or less by the continued wet weather; but since fair weather has set in a decided impetus has been given to all lines. Two of their factories are now busy on canvas clothing and hammocks intended for use in hot climates by the army.

Chas. Morrill, New York, reports brisk domestic and foreign trade in saw-sets, punches, pliers, etc., the month of May showing a decided increase over the same month of 1897.

Hartley & Graham, New York, report larger sales of Colt's Service revolvers. This arm is used by officers of both the army and navy, as well as by the officers and privates of all mountain batteries, where it takes the place of a sabre. This firm have also supplied the Astor Battery with six 12-pound rapid fire mountain guns of 3-inch calibre, made by Hotchkiss of France.

The Plume & Atwood Mfg. Co., New York, while handling no government contracts, report an increase of business over the corresponding period of last year, and consider the outlook most encouraging for a good business this fall.

The Magnolia Metal Co., New York, are receiving orders through jobbers for the government, and report themselves busy. In connection with one order the jobber wrote: "I desire to state further, that there are quite a number of such orders likely to be placed in the near future for your metal for fitting out and repairing United States war vessels, the department having found Magnolia Metal to be the most uniform and reliable in its make-up, and the most suitable in all respects for this work."

Travers Bros., New York, are getting their share of Government orders; the most recent of which was a shipment of 60,000 pounds of rope to Tampa, Fla., and 18,000 pounds of fine rope for the manufacture of hammocks. Altogether they report an increase of 30 per cent. in volume over the same period of last year. Questioned in regard to the phenomenal rise in price of all material used in rope and twine manufacture, the reply was that other influences than the war were also responsible for this. An increase in all materials of from 15 to 120 per cent. has already taken place; while a much higher advance is expected. The jute crop of India is very short owing to the bubonic plague. The Manila crop is also lamentably short, and can not be moved until the present difficulty is settled. The Mexican crop of sisal is not any too large, and considerable hesitation is shown in moving it while two hostile fleets haunt the Gulf of Mexico and the adjacent waters. The weather so far experienced has increased the size of straw by one-half; and the estimate is made that from 12,000 to 15,000 tons excess binder twine will be required for the season's crop. Raw sisal is selling now for 10c., which means at least 12½c. when worked up in binder twine; and the probability of manila reaching 15c. seems reasonable. Hemp binder twine, which was used so extensively during the latter '80's and early '90's, but was forced out by the

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price, is again found in the market, and is selling at 8c. This price will, of course, advance as the demand grows; and it looks as though the early buyers of this line will largely discount future increased prices.

These expressions, culled from many equally satisfactory ones, show that there is business to be obtained; and it is fair to assume that in most cases where complaints of business being at a standstill are made the real trouble lies in the fact that the necessary effort is not forthcoming to secure it. Mark Twain, in speaking of the itineracy of the Mississippi River, says that it is no uncommon thing for the man who goes to bed with a farm on the bank of the river, to wake in the morning to find his estate is twenty miles inland. The channels of trade are no less unstable, and every national imbroglio is liable to switch those channels into the adjoining county while we sleep. It is therefore the man who rises to the emergency, and not only keeps his pilot eye on these changes, but follows them up, and camps on the new bank, who secures all that is coming.

A New War Atlas.

E. C. Atkins & Co., Indianapolis, Ind., certainly understand the kind of literature which will be most acceptable now, when everybody, even in the busiest business houses, is talking war and all that relates thereto. They have published a war atlas of some 25 pages, measuring 14x11 inches in size, and containing 13 full page maps, printed in colors, showing the world at large, North America, the United States, Europe, the West Indies, the various groups of islands which enter into the present conflict, Spain, Cuba, the East Indies, etc. In addition to these, there is a full page devoted to the flags of all nations, one to the arms of the various nations, and another to the flags of the American Union. All of these are highly colored, and filled with information of the most valuable character. In addition to this, a number of pages are devoted to reading matter, in which can be found almost everything necessary to a full description of the situation. For instance, there is a history of the war with Spain, statistics as to the navies of Europe and the United States, the correspondence with Spain, the President's message and call to arms, a full chronology of the war between the United States and Spain, a history of Cuba, etc., etc. It is a publication that will be in daily use by every person into whose hands it may fall. With a modesty so natural to this company, they have reserved but one page to themselves, and upon the outside back cover can be found representations and descriptions of a number of articles more closely allied to the ways of peace than those of war—that is, E. C. Atkins & Co.'s high-grade saws and saw tools. We congratulate this important house upon a publication that reflects credit upon themselves and upon the trade.

Condensed Hardware Wisdom.

The following nuggets are culled from the June announcement of that Cleveland worthy, "The Man at the Corner Desk," with the W. Bingham Co :

One gratifying thing about the Hardware business is the standing in the various communities its votaries as a class enjoy, and their general worthiness.

The public seems to regard the Hardware business as upon a little higher plane than the generality and accords to the ironmonger a corresponding amount of its esteem.

There is no other branch of trade of equal prominence so free from suspicion of dishonorable practices, in which the goods are sold so entirely upon their merit and where the true value is so easily discernible.

There are no paper soles in horseshoes, no shoddy in wire cloth, no masquerading of a base as a precious metal in hog jewelry, nor do sand, glucose, chicory, chalk or water play any adulterous part in the Hardware stock.

Everybody knows the difference between a manufacturing accident and a deliberate intent to deceive, and the man of metals is usually able to pacify his customer and work a new tool out of the philanthropic jobber—when the manufacturer in turn will make good the loss.

It may be that the lack of opportunity to cheat helps to keep the Hardwareman honest, or that the cleanness of the craft attracts to it only honest men, but be that as it may, there is no class of trade in which that ever-increasing factor in business, the Moral Risk, is less a matter for anxious consideration than among the members of the guild of iron.

Some polysyllabic theolog says that "Responsibility is co-equal with opportunity," a statement that is none the less true that it is old enough to carry arms against the bearded pard.

That the Hardwareman recognizes the fact is plain from the prominence he takes as a rule in the affairs of his town, and that he is found a true and loyal citizen, furthering to the best of his ability the good of the community whose esteem he holds

He is not an office-seeker, for he is a busy man and serves a jealous and arbitrary mistress, but his voice is heard in the councils of his party, and he votes as he believes to be right.

In club and church, in fraternal society and business organization, in popular movements of all kinds, the Hardwareman is found, brainy and energetic, and marking his influence upon the history of events.

New Hardware Club Manual.

The labor of preparing a new manual for the Hardware Club of New York was again delegated, some time since, by the board of governors of that body to one of their number, Alfred D. Clinch, and the result of his careful labors is before us. The manual is in every respect equal to its predecessors, also prepared by Mr. Clinch, and contains all the information which a publication of that character should furnish, giving a list of the officers and committees, dates of meetings, constitution, by-laws, house rules, articles of incorporation, list of resident and non-resident members, and a list of those who have departed this life while members of the Club. Mr. Clinch has given to this labor that devotion and thoroughness which are a part of everything he undertakes, and we are certain that the work is as nearly correct as it is within the possibility of human endeavor to accomplish. It is uniform in size with those of previous years, and is handsomely bound in green cloth, with the club monogram and date, 1898, upon the outer cover. The Club is to be congratulated upon the publication of so useful and ornamental a manual.

Scene: An ammunition store on Broadway.

Enter, a new porter with a strong constitution, no nerves, and a twenty-five pound bag of bird shot on his shoulder. By leaning at an angle of fifteen degrees, he transfers the shot to the floor by the most direct route; and as the building stops trembling, the bookkeeper alights from an attempt to touch the ceiling with his head, and demands to know what the —— porter means.

"Sure, I'm doin' what I'm tould. Don't it say on the bag 'Drop Shot.' D'yez think I can't rade?"

The Wells Fargo Express Co. have ordered a quantity of short barreled Remington shot guns of No. 10 gauge. It is rumored that these are for the use of the company's messengers on the overland mail trains.

The man who dyes his whiskers and the woman who bleaches her hair never fool any one but themselves.—*Exchange.*

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SOUTHERN HARDWARE JOBBERS.

As announced in the last preceeding issue of *Hardware*, the eighth annual convention of the Southern Hardware Jobbers' Association will be held at Old Point Comfort, Va., on Wednesday, Thursday and Friday of next week, or June 15th, 16th and 17th. This session promises to be one of exceptional interest and value, as there will be several joint sessions of jobbers and manufacturers, at which subjects of mutual interest will be discussed and acted upon, and out of this there must certainly grow a closer bond of union between these two great lines of the Hardware business. Special papers have been prepared, and will be read at these sessions. The president of the Association, G. W. Barnett, has requested us to state that all manufacturers or their representatives will be welcome at this meeting. Arrangements have been made for reduced transportation, or one fare and a third for the round trip, for all territory east of the Mississippi River, with the exception of the New England States, and visitors from that section of the country can purchase transportation to New York City, from which point they can secure the reduced rates. In addition to the business meetings, there will be social gatherings, and a great many of the members will be accompanied by their wives.

The following is the full official programme and list of officers and committees for this eighth annual convention of the Southern Hardware Jobbers' Association:

OFFICERS:

President: G. W. Barnett, Teague, Barnett & Co., Montgomery, Ala.

First Vice-President: J. J. Mandlebaum, Fones Bros. Hardware Co., Little Rock, Ark.

Second Vice-President: John Donnan, W. S. Donnan & Co., Richmond, Va.

Secretary-Treasurer: C. B. Carter, Montgomery, Ala.

EXECUTIVE COMMITTEE:

W. A. Parker, Beck & Gregg Hardware Co., Atlanta, Ga.
W. E Gibbins, Woodruff Hardware Co., Knoxville, Tenn.
J. D. Moore, Moore & Handley Hdw Co., Birmingham.
A. B. Palmer, Palmer Hardware Co., Savannah.

TRANSPORTATION COMMITTEE:

W. E. Newill, King Hardware Co., Atlanta, Ga.
T. W. Gathright, May & Thomas Hdw. Co., Birmingham.
W. S. Robertson, Watkins-Cottrell Hdw. Co., Richmond.

MANUFACTURERS' COMMITTEE:

G. R. Vaughn, Barney-Cavanagh Hdw. Co. Mobile, Ala.
F. S. Gray, S. B. Hubbard Co., Jacksonville, Fla.
B. T. Haynes, Rome Hardware Co., Rome, Ga.

GRIEVANCE COMMITTEE:

Chas. H. Ireland, Odell Hardware Co., Greensboro, N. C.
Bruce Keener, C. M. McClung & Co., Knoxville, Tenn.
R E. Bell, R. E. Bell, Weatherford, Tex.

MEMBERSHIP COMMITTEE:

A. P. Duncan, McLendon, Duncan & Co., Waco, Texas.
O. B. Barker, Barker-Jennings Hdw. Co., Lynchburg.
J. H. Fall, J. H. Fall & Co., Nashville, Tenn.
Geo. E. King, King Hardware Co., Atlanta, Ga.
N. A. Gladding, E. C. Atkins & Co., Memphis.

PRESS COMMITTEE:

A. B. Palmer, Savannah.
C. H. Watkins, Richmond, Va.
J. H. Watters, Norfolk, Va.

RECEPTION COMMITTEE:

Irby Bennett, Chairman.
A. W. Bond, Bond & Tabb Bros.
C. L. Campbell, Peck, Stow & Wilcox Co.
R. D. Carver, Cincinnati Barbed W. F. Co.
Tom Ellis, Hermann Boker & Co.
F. H. Forman, American Steel & Wire Co.
C. M. Fouche, Knoxville, Tenn.
T. H. Gossett, Jno. H. Graham & Co.
Joe Grubb, Hussey, Binns & Co.
Geo. H. Harper, Matthai, Ingram & Co.
J. M. Hottel, G. & H. Barnett Co.
A. L. Hunt, Richmond, Va.
H. B. Lupton, Oliver Wire Co.
O. C. Mead, No. 93 Reade Street, New York.
C. T. McKinnie, Stanley Works.
Guy Mitchell, Mallory-Wheeler Co.
G. A. Seaver, John Russell Cutlery Co.
Fred Seeley, Wiebusch & Hilger.
Wm. Skirving, Samuel Cupples W. W. Co.
W. P. Smith, J. C. McCarty & Co.
R. D. Turwiler, Wallace Bros.
D. M. Walke, Keen & Hagerty Mfg. Co.
F. C. Wheeler, Hermann Boker & Co.
Chas. H. Weir, Wier & Wilson.
J. K. Wilson, Wier & Wilson.

SERGEANT-AT-ARMS.

H. H. Beers, Schmachtenberg Bros., New York.

ORDER OF BUSINESS.

Morning session, Wednesday, June 15th.

Delegates and visitors will please assemble in the Convention Hall promptly at 10 A. M.

Meeting called to order by the President.
Chorus: "America."
Address of Welcome by the President.
Calling of Roll.
Distribution of Badges.
Report of Reception Committee.
Informal Reception of Manufacturers and Jobbers.
Adjournment of Manufacturers and their representatives.
Annual Address of the President.
Reading of Minutes of 1897 Convention.
Report of Secretary-Treasurer.
Report of Transportation Committee.
Report of Grievance Committee.
Report of Manufacturers' Committee.
Report of Membership Committee.
Report of Scovil Hoe Committee.
Report of Handled Hoe Committee.
Appointment of Special Committees.
Communications.
Miscellaneous Business.

Afternoon Session—June 15th.

Joint Session of Manufacturers and Jobbers.
Reading of papers:

MANUFACTURERS' RELATIONS TO THE JOBBERS.
Mr. Jas. B. Oliver, of Oliver Iron & Steel Co., Pittsburg.
Mr. Jas. D. Foot, of Kearney & Foot Co., New York.

JOBBERS' RELATIONS TO THE MANUFACTURERS.
Mr. O. B. Barker, of Barker-Jennings Hardware Co., Lychburg, Va.
Mr. J. D. Moore, of Moore & Handley Hardware Co., Birmingham, Ala.

DISCUSSION.

Opening of the Question Box.
General Discussion.

Morning Session—June 16th (Executive.)

Reading of papers:

CREDIT, Mr. F. R. Boocock, Secretary, National Association of Credit Men.

DISCUSSION.

A DELINQUENT LIST OF ACCOUNTS,
Mr. W. A. Parker, of Beck & Gregg Hardware Co., Atlanta, Ga.

DISCUSSION.

Opening of Question Box.
General Discussion.

Afternoon Session—June 16th (Executive.)

Reading of papers:

HARDWARE JOBBERS' ETHICS,
Mr. Frederick Orgill, of Orgill Bros. & Co., Memphis.
Mr. Chas. H. Ireland, of Odell Hardware Co., Greensboro.
Discussion Opened by Mr. Geo. E. King, of King Hardware Co., Atlanta, Ga.

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Opening of Question Box.
General Discussion.

Morning Session—June 17th (Executive)

Reading of papers:

OUR UNPROFITABLE GOODS AND WHAT SHALL WE DO WITH THEM? Mr. John Donnan, of W. S. Donnan & Co., Richmond, Va.

HOW TO MAKE THE HARDWARE JOBBING BUSINESS MORE PROFITABLE, Mr. J. J. Mandlebaum, of Fone Bros. Hardware Co., Little Rock, Ark.

Discussion Opened by Mr. Jas. Moroney, of Moroney Hardware Co., Dallas, Tex.

Opening of Question Box.
General Discussion.

Afternoon Session—June 17th (Executive.)

Miscellaneous Business.
Opening of Question Box.
General Discussion.
Reports of Special Committees.
Election of Officers.
Selection of place for next Annual Convention.
Adjournment.

Beck & Gregg Annual Banquet.

The Beck & Gregg Hardware Co., Atlanta, Ga., enjoyed a very agreeable evening on May 26th, when the members of the company and the employees of the firm met in their fifth annual family re-union, in the cafe of the Kimball House. These gatherings have been an annual feature since 1893, and all parties interesfed look forward to the feasts with peculiar pleasure. Since the initial banquet was given the working force of the company has nearly doubled. One of the marked features of the occasion was the unique manner in which the banquet table was ornamented. It was completely covered with nearly every article to be found in a Hardware store, and presented a most beautiful appearance. In the centre of the table was a large bell. Scattered here and there were large chains, axes, squares and every other implement imaginable. Next to the toastmaster stood a large anvil, which he utilized in calling the men to order. Suspended above the table were green and red lanterns, set off with patriotic colors. At the lower end of the table was an immense wagon umbrella.

The banquet board was arranged in a T-like shape, with the members of the company sitting at its head. The toastmaster sat in the centre. On either side of the upper end of the board there were two empty chairs, on which hung large American flags. They represented the absence of J. H. Parker and E. M. Hollyman, who are now enlisted in the Second regiment of Georgia volunteers.

R. Y. Graves acted as toastmaster, and well did he serve in that capacity. After enjoying the palatable menu, the speech making began, lasting until nearly midnight. The first speaker of the evening was L. H. Beck, president of the company. He said that the banquet made him revert to the time when the firm was incorporated—thirty years ago. The working force then, he said consisted of only two men—himself and "the bald-headed gentleman on the left," referring to W. H. Crumley. Mr. Beck spoke of its being the first incorporated mercantile company in the South, and its proprietors the youngest business men in Atlanta.

He was followed by David Baker, who delighted those present with a vocal selection. The following toasts were then responded to:

"A Man's a Man for a' That."—Ellis Hickman.
Plain Facts.—John T. Chambers, Jr.
Song.—D. A. Baker.
"'Tis Well to Scratch and be Scratched, God Bless the Duke of Argyle."—D. A. Disbrow.
"You'll Find Mankind an Unco' Squad."—E. C. Lyle.
"Doing Good in More Ways than One."—W. D. Paden.
"Unknown Quantities."—J. P. Persons.
"What Fools These Mortals Be."—R. L. Ramsay.

Short talks were made by Mr. Crumley, W. A. Parker and C. H. Wilcox. At the close of the festivities, the toastmaster proposed that the men return their heartfelt thanks and gratification to Mr. Beck for the banquet, which was done.

The men gathered in the hall of the dining-room and sang, "God Be With You Till We Meet Again." Those present were: Messrs. J. B. Hardin, Henry Franklin, O. H. Jones, E. T. Jervey, J. H. Washburn, C. H. Wilcox, L. H. Beck, R. Y. Gray, W. H. Crumley, W. A. Parker, R. M. Crumley, L. C. Gregg, W. H. Carr, B. H. Johnson, J. T. Chambers, J. W Webster, O. P. Smith, G. P. Lowry, Brader Parker, R. E. Rushton, D. A. Baker, J. M. Farnsworth, E. M. Fuller, M. C. Love, George Matthews, J. L. Thornton, I. A. Lewis, S. E. Clark, A. W. Kennedy, H. T. Russ, Frank Sherman, Norman Sharp, W. C. Hollyman, R. L. Farnsworth, W. D. Paden, Norvall Stover, R. L. Ramsay, F. H. Dox, J. L. Holcomb, J. P. Persons, C. B. Rosser, Jr., D. A. Disbrow. Adolph Steiner, Ellis Hickman, C. A. Newborn, E. C. Lyle, M. P. Russ, N. L. Johnson, A. R. Logan.

The Lane Bros. Co.

Hereafter the old and well-known firm so long going under the name of Lane Bros., Poughkeepsie, N. Y., must be greeted under the more comprehensive and progressive title of the Lane Bros. Co. This accession to corporate form is announced under date of May 16, 1898. The firm consisted heretofore of John G. Lane and William J. Lane, while the members of the new association, and the only share-holders, as well as officers, are as follows: William J. Lane, president; John G. Lane, vice-president; George Lane, treasurer; John M. Janes, secretary. All these shareholders and officials have been for years actively engaged with the former firm. This advance step is a sure guarantee that the enterprise and fair dealing that have won such success in the past, will be continued and increased in the future.

The Howard Chainless.

The Howard Chainless Cycle Co., of Newark, N. J., whose generous offer of a new one hundred and twenty-five-dollar chainless wheel for each of the ten oldest machines offered them, appears in another column, have just issued a very artistic little pamphlet calling attention, in a "high-grade" manner, to the many excellencies of their product. They emphasize the facts that they are the only manufacturers who produce chainless wheels exclusively, and that they make only one grade—the best that experience, skill and expense can bring forth.

The many illustrations bring out the fine points of the Howard wheel as well as giving views of different parts of the factory. A complete list of parts and prices is also given.

The Bryant Electric Co., Bridgeport, Conn., are erecting a new two-story power house 50 feet square. The building has brick side walls, and the framework is of steel skeleton type. The floor of the building is supported on heavy girders and columns, which carry steel joists supporting corrugated iron arches and concrete floor. The roof has clear span trusses carrying corrugated iron covering, lined with Patent Anti-Condensation Roof Lining, which prevents the condensation of moisture on the underside of the roof covering, and avoids any damage or inconvenience from moisture dropping on the delicate machinery or material on the floor below. This building was designed and the steel material furnished and erected by the Berlin Iron Bridge Co., East Berlin, Conn.

HARDWARE costs only One Dollar a year.

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OLD TIME DRUMMING.

One of the best known characters on Chambers Street, New York, to-day, is the veteran salesman, Henry T. Wakeman, now established under the protecting wings of that paragon of "bargain" houses, Patterson, Harral & Gray, No. 85 Chambers Street. "Wake," as he is familiarly called by old-timers, possesses a quiet and persistent personality, which during the forty or fifty years of devotion to Hardware interests in some form or another, has been recognized from the Great Lakes to the Gulf.

He first appeared upon the horizon of New York City traffic about 1860 or '61, having been one of the earliest dealers in Hardware located in the town of Yonkers, which at that period gave but little evidence of its present importance. After a number of years' steady work in that field, not meeting with the success he hoped for, he sold out his interests there to "Uncle Benny" Washburn, whose identity with the Hardware business has continued through himself and sons from that day to this.

Wakeman migrated to New York fully determined to become a "Hardware drummer." He connected himself at first with the firm who were the immediate predecessors of the jobbing house of Brown, Harris & Hopkins, in which house the writer first became familiar with his idiosyncracies.

When Wakeman started in for Brown, Harris & Hopkins, he was uncertain what line of local trade he ought to drum. It was suggested that he select the ship chandlery dealers along West and South Streets who were good steady buyers of many lines of regular goods, such as files, scoop shovels, axes, hatchets, etc., and away went Wakeman with flags a-flying to make a success of the programme. About two days after that, while the writer was in the front of the store being interviewed by a manufacturer's representative, in rushed one of the most prominent ship chandlers on West Street, who feelingly inquired:

"Mr. Hop, have you a representative by the name of Wakeman?"

"Oh, yes," I responded; "he is one of our most indefatigable salesmen."

"I've no doubt of it," said the dealer. "But will you kindly send somebody down to the store and 'call him off;' he has been sitting there on a nail keg, hugging his knees for three hours, and I don't dare to enter my own store for fear of being talked to death; I am willing to confess he's too d——d indefatigable for me."

Striking for higher game than the local trade gave promise of providing, "Wake" became a steady and pertinacious frequenter of a string of hotels at which the buyers—who at that day all visited this city—usually spent from three days to a week.

Among these hotels may be recalled the "Merchants'" and "Western" on Cortlandt Street, the "International," "Lovejoy's" and "French's" on Park Row, "Sweeney's" in Chatham Street, and "Earle's" at Canal and Centre Streets. They were regular "eel pots" for good paying trade, and the drummers daily and nightly surged back and forth through their wide open portals, picking up many a good buyer looking for cash bargains. The list included the "Metropolitan" and "St. Nicholas" hotels, which helped to "fill the quota," and were daily and nightly added to the rounds.

"Wake" never missed a trick. It is related of him that on one occasion he saw "Sam Busick," of Sheldon, Hoyt & Co., walking with that loping gait of his around the bar at the Western Hotel. Being new in the business at the time, "Wake" made up to him—while Sam led him on—when it wasn't long before "Wake" had given "Sam" his card, and counseled him "not to leave town before he had inspected the fine stock of goods" in the store he represented. "Sam," smiling inwardly, kept the card, and when Hoyt, Busick & Co. advertised for a salesman at a later date, Wakeman applied for the position, but though he didn't get it at that time, a short time after, going in again, he saw Sam Busick, and he, remembering the previous incident, hired him off-hand.

"Wake" was zealous to make a prompt and favorable impression, so he took a few of the firm's cards, wrote his name over the top of them, and in two hours' time had so impressed a buyer he happened to meet coming out of a wholesale hat house, that the buyer took his card and started for Sheldon, Hoyt & Co.'s. On presenting the card to Mr. Hoyt, with a request to "look over the stock," Hoyt said, "Why, we have no salesman by the name of Wakeman." "Oh, yes, we have," said Sam Busick, who was sitting near by, "I hired him this morning." The customer was secured, a big bill sold, and Wakeman, in a single round, had earned his laurels as a "snap shot" salesman.

He stayed with Hoyt, Busick & Co. until they declined business, and had earned good money in their employ, which, in one year, I remember, was over $7000, on a "commission" basis.

Wakeman was one day passing Sweeney's Hotel, corner of Duane and Chatham Streets, when he saw sitting outside in a dejected mood a man giving every appearance of a big buyer of merchandise. He sat down beside him—the sidewalk in those days used to have a number of chairs covering it on the shady side of the house which were utilized by the summer guests. Entering into conversation, he learned his original estimate wasn't much out of the way. The old gent told him frankly he had been on a spree for a week, had spent all the ready money he had, except about two dollars and a draft which he had in his pocketbook. Sweeney had presented his bill for about one hundred dollars, and he felt bad because he hadn't the "ready" to pay him. "Wake" looked at his draft, which was for $4800 and seemingly O.K.; so he told him if he would go over to Sheldon, Hoyt & Co.'s store with him, he would arrange to get him the money to pay his bill. This pleased the old merchant, and the firm, examining the draft, sent it down-town while he was looking around, ascertained it was all right, kept it to pass to his credit, letting him have the $100. Before the buyer left town he had bought Hardware enough to take to Galveston, Tex., where he belonged, to fully use up the proceeds of the draft. This, "Wake" always considered, was a good day's business.

In the old days, when the name of Henry Ward Beecher was quoted in every paper in the country, the first Sunday morning a country merchant spent in New York, when he was on buying goods, was devoted to going to Beecher's church and listening to the eloquence so universally referred to. Taking this fact into consideration, for his religious convictions were not of a very prominent kind, Wakeman took a sitting, and on Sunday would watch the strange faces present at the services, quite frequently finding in the same pew or the one adjoining, a merchant whose purchases in this market amounted to thousands of dollars. "Wake" would make his acquaintance at some

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period during the morning, and under cover of the church associations, would find out where he was stopping, and what kind of merchandise he was purchasing in this market, would follow up the scent, and usually land his fish.

In one case, I remember, he caught a buyer from Jamaica, West Indies, and succeeded in selling him a bill of $3000, which was supplemented by several orders amounting to as much more.

This method of obtaining business, which at that time was not frowned upon, as cash sales were prevalent, would be difficult of achievement at present, the greatly lessened number of jobbing houses making such competition an unknown quantity. HOP.

Death of John F. Macomber.

John F. Macomber died at his residence in Framingham, Mass., on Saturday, June 4th. He had been closely identified with the Hardware trade of Boston for nearly fifty years. He became a partner in the firm of Horton, Hall & Co. in 1851, and was the senior partner in the firm of Macomber, Bigelow & Dowse, who succeeded them in 1873. A lingering sickness, commencing in 1883, finally compelled him to retire from business in 1886, when the firm of Bigelow & Dowse was formed.

His sickness was such that it made him an invalid for nearly fifteen years and confined him to his room. His bodily infirmities never dulled his active intellect, and he always took a deep interest in affairs and was ever ready to advise and encourage those who sought his advice. He will be remembered by the trade and the Hardware manufacturers as a man of sterling integrity and honor, and those who knew him best will appreciate the qualities that made him a successful business man, a congenial companion and a true friend.

In respect to his memory, the Hardware trade of Boston displayed their flags at half mast on the day of his funeral.

The following expressive conundrum comes, it is needless to say, with dewy freshness from the intellectual department of the Troy Nickel Works, Albany, N. Y., and speaks for itself:

DEWEY

use Alaska Stove

Trimmings?

The new building which the Waterville Cutlery Co. are erecting at Waterville, Conn., will have a steel roof which is being erected by the Berlin Iron Bridge Co. The trusses are steel, and the covering is corrugated iron lined with the Berlin Co.'s patent anti-condensation fireproof lining. The building is 21 feet wide and about 100 feet long, and is to be used as a forge shop in one end, and in the other will be located the boilers and engines.

Alder & Boyd, manufacturers' representatives, No. 37 Warren Street, New York, have been appointed export representatives of J. H. Sternbergh & Son, Reading, Pa., manufacturers of bolts, nuts, washers, lag screws, rivets, and refined merchant bar iron.

A Model Fire Sale.

The Manchester *Union*, of Manchester, N. H., gives marked evidence that one well-known Hardware house of this country knows how to take advantage of its opportunities, and to snatch victory from the very jaws of the fire-fiend. There was recently a fire of considerable extent in the Hardware store of the John B. Varick Co., in which the loss was great. Did the members of this enterprising company sit down and bemoan their fate, or lie sleeping while the insurance adjusters were haggling over payment for the losses? They did not. They immediately set to work, and fired a broadside into the people of Manchester in their daily newspapers, following the example of the Navy Department, with bulletins No. 1, 2, 3, etc. In short, they opened their store at the earliest possible moment, and began the offering of bargains which certainly made the mouths of the people in that section water for very anticipation. A perusal of these advertisements—and any man who commences to read one of them will finish it, whether interested in this special sale or not—shows that the company carry about everything known to the Hardware trade, running from meat choppers to opera glasses, and from "Pocos" to garden seeds. The following is a sample of the eloquent and convincing manner with which the company fix attention upon their sale, and prove to the public that they mean just what they say—a series of statements which are models in their fetching power:

"In regard to the above goods we would state that they are coming out much better than we expected from a superficial examination. A majority of these goods will be as good as new, with a little cleaning. Our principal loss was by smoke and water. But we have no time to clean up the goods. We are just crazy to get them out. We want to fix our store up. We hate the sight of the smoked and charred boxes, shelves, drawers and showcases. We are going to mark each and every article at a price that will move it quick. This will be no fake fire sale. We have not got to send to Boston for goods and bring them in the back way nights. We carry more goods in stock than any one Hardware jobbing house in New England. We want all the storekeepers in New Hampshire and Vermont to come to our store during this sale. They can buy goods at this sale and take them home and double and triple their money. This will be the greatest money-saving proposition that has ever been laid before the citizens of Northern New England. Anyone who fails to take advantage of it, please don't blame us."

Our Aluminum Output.

Almost without precedent in the mineral development of this country is the rapid growth which has characterized the aluminum mining industry in recent years says the *Constitution*.

At the beginning of the present decade there were only about 150,000 pounds of aluminum mined in the United States. Since that time the figures have been as follows:

	Pounds.
1891	188,000
1892	208,000
1893	312,000
1894	817,000
1895	900,000
1896	1,300,000
1897 (Estimated)	4,000,000

On account of its light, and yet at the same time, substantial qualities, aluminum has largely superseded brass and other metallic compounds, and is sure to make itself felt with vigorous impress upon the world's commerce.

The Fulton Stamp Works, New York, have recently moved into more commodious quarters at No. 213 Grand Street, where the facilities for displaying a large stock are much better than at their old quarters, No. 22 Beekman St.

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SOME FACTS ABOUT WIRE.

How many of those who sell and use wire have any idea what operations it goes through in the process of manufacture? Wire-making practice has of course changed in recent years as have most manufacturing processes. The earliest forms of wire were hammered from rough bars. This crude way was superseded later when it was discovered how to draw, and this method of wire-drawing is now universally applied for wires of any material. Modern wire-making forms the subject of a very interesting article in the Sibley *Journal of Engineering* from the pen of A. L. Orton, who surveys the industry from one end to the other. In the case of iron wire, he explains, the metal is first converted from "blooms" to "billets" and from "billets" to "rods" at one heat. This is accomplished by long train rolls which pass the rods from one to the other. The rods average from 2 to 600 yards in length. Very large sizes of wire may be made by continued rolling of the rods.

The rods thus produced by rolling in the heated state are made into wire by the process of "cold-drawing." By this process the rods of iron and steel, rolled several hundred yards long, are first pointed at one end by hammering or by a special machine, and are then cleansed by washing in a bath of dilute sulphuric or hydrochloric acid, and afterwards are immersed in lime-water to give a drawing surface. After drying by heat they are ready for the drawing mill, which consists of a series of horizontal drums or pulleys, 10 to 30 inches in diameter, termed "blocks," mounted on vertical axes on long benches. Accompanying each drum are drawplates and pincer drawers. The drawplates are discs or blocks of cast steel drilled with tapering holes, the small ends of which correspond exactly to the size of wire to be drawn from it. The form of the hole, of course, determines the form of cross section of the wire, which is usually circular, though not necessarily so. When the holes become worn from use and depart from their original gauge, the metal is hammered around the small end, closing it, after which it is reamed out to standard size. Where great uniformity of gauge is required, as in fine gold or platinum wire, perforated rubies or similar hard minerals are fitted in the drawplate. The drawplates are clamped in vises fixed to the bench. As the tapering end of the rod is inserted in the hole of the plate, mechanical pincers seize it and pull it through. The pincers are fixed on horizontal arms, which are moved backward by cams fixed on the axes which rotate the drums. The wire as it is pulled through by the pincers is wound on the drums. The bottom of the drum is fitted with recesses to correspond with projections on a cam mounted on the same axis. The drum can be raised so as not to be in contact with the cam, and then may be turned freely on a spindle. When enough wire has been drawn through the drawplate by the pincers to make one turn round the drum, the wire is taken from the pincers and fastened to the drum, which is lowered, and the cam fitting in its base turns it and winds the wire upon the drum. The drums draw from five to seven hundred feet per minute for ordinary wire, and somewhat slower for crucible steel. The wire has now been drawn down one size, reducing the diameter about ten per cent., and the process is continued until the proper gauge is attained. It is said that copper wire may be reduced fifteen sizes at one drawing. In continuous wire-drawing several drums are placed in line on a frame so that the wire winds on and off each one successively. Between the drums rotating discs, made of some extremely hard substance reamed out to size, are placed so that the wire passes through them. The holes in the succeeding discs are smaller than those in the preceding ones. Thus the cross-section may be reduced a number of sizes in one operation. Of course, the speeds of the drums are proportional to the elongations produced by the reducing of the diameter of the wire, and have to be very exactly regulated so that there may be no undue stretch or slack between the drums. The drawing is facilitated by the application of lubricants; a kind of grease for the larger grades, and liquids such as soapy water and milk for the smaller. Where a straw-colored wire is not objectionable, a weak solution of copper sulphate is used as the drawing liquor. These lubricants coat the wire with a mucilaginous or metallic film, so as to preserve it from oxidation and leave a polished surface.

Wire-drawing increases the hardness of the metal, so that the wire has to be frequently annealed during the process. In practice, fine wire is thus softened six or eight times. The annealing pots consist simply of metal chambers into which the wire is placed, and the pot is then hermetically sealed. The process of heating requires several hours at a red heat, a temperature of 600 to 700 degrees F. being best. The pots and their contents are then allowed to cool slowly. An average charge for a pot is two and a half tons of wire.

Steel commonly used in the wire trade contains from one-tenth to one per cent. of carbon. Four-tenths per cent. of carbon in the steel used would make steel spring wire, five-tenths ordinary wire rope and six-tenths of one per cent. piano wire. Where toughness is required the per cent. of manganese may range as high as seven-tenths of one per cent.

The process of wire-drawing greatly increases the strength of the material from which it is drawn. Thus it has been found possible to temper steel wire to sustain a load equivalent to 190 tons per square inch, while 70 tons is considered large in test pieces of hard steel. Such wire, however, is not of practical use, because it is exceedingly brittle, and the brittleness increases very rapidly in proportion to the strength towards this limit. A strength of 150 tons is considered the greatest that can be combined with the essential ductility and elasticity.

Copper wire is manufactured by rolling ingots or billets into rods in the hot state, and drawing them as in the case of iron wire. Its great superiority over iron in conductivity and its freedom from electro-magnetic induction, give it an immense advantage for electrical uses. Its greater price per ton is compensated by its lesser weight per unit of resistance. It has been shown, on a copper and iron line 278 miles in length, whose resistance and capacity were rendered equal, there was an increase of speed of nearly 13 per cent. as compared with iron wire. Though a large part of the telegraph service is supplied with galvanized iron wire, copper alone is employed for the long-distance telephone, the electric light, and the transmission of electric energy.

Of the other metals and alloys employed in the manufacture of wire, the most important is silicium bronze. This alloy was patented by Weiller, of Paris, in 1882, and is formed by adding silicium and sodium to copper in a certain manner. The properties of this metal show a conductivity of 40 to 98 per cent., that of copper three to six times that of iron, although only one-fourth the weight, and tensile strength nearly equal to that of steel. It will not oxidize readily, and will therefore last almost indefinitely, and in France is rapidly superseding iron and steel in

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electric transmission. It may be made of varying strength, but its conductivity rapidly decreases as it approaches its tensile limit. That recommended for telegraph wires is an alloy showing a conductivity of 80 per cent. that of pure copper, and a tensile strength of 35 tons. When iron is used the conductivity is 16 per cent. and the strength about 25 tons, showing the silicium bronze to have five times the conductivity of, beside being much stronger than, ordinary telegraph wire, weight for weight. With a strength of 50 tons it still shows a conductivity two and a half times that of iron.

Aluminum is not regarded as a useful metal for wire manufacture, its tensile strength in this form being only 10 tons, and elastic limit very low.

Taxes on Corporations.

Editor of The Tribune: On May 18th you printed on your editorial page a quotation from *Hardware* in which the tax proposed by the Senate Committee on Finance on the gross receipts of corporations was severely and justly criticised. The argument of *Hardware* in opposition to this tax, so far as it went, was excellent, but unfortunately they propose in lieu thereof, a uniform tax on sales on gross receipts of all business men.

It is probable that in making such a proposition as this they do not realize that they are advocating a further indirect tax on consumption. I think that it will be generally admitted that of these taxes we already have at least enough, and it is time to call a halt on imposing taxes which shift, and are intended to shift, the burden to the shoulders of the great mass of the people.

There was no reason whatever for classing all corporations together, as the Senate Committee did, for, as *Hardware* pointed out, a corporation per se is solely co-operation, but a certain kind of corporation is perculiarily a fit subject for taxation. Quasi-public corporations which enjoy the use of public property, and whose business is a monopoly, can properly be called upon to pay a part of what is given them by the public. As these corporations enjoy monopoly privileges, taxes laid upon them will stay where they are put and not be handed on in higher prices to their customers.

There is another objection to the taxation of business besides the added burden thereby imposed on consumers. The inevitably decreased sales due to higher prices tend to discourage business enterprise, and the part of the burden thus falling on business men restricts the opportunity for employment and adds to the number of the unemployed.

WILLIAM JEFFERY.

New York, May 21, 1898.

Recent Trade Publications.

The George Tritch Hardware Co., Denver, Col., have issued an attractive and comprehensive catalogue of Sporting Goods, covering about everything in this department of a great business, that could be desired. It is well arranged, and printed upon heavy book paper, that brings the many illustrations out to good advantage. In a note of explanation, the company say: "In sending out our first catalogue of Sporting Goods we wish to say that we have taken up this line with the intention of making it one of our leading features. We will be second to none in the variety and choice selection of goods, and our prices will compare favorably with any wholesale house. With stock complete and prices right, we hope to have the liberal patronage of the trade of the whole Western country."

The James Swan Co., Russell & Erwin Mfg. Co., Nos. 43–47 Chambers Street, New York, sole agents, have just issued a complete trade catalogue of their productions, in order to call especial attention to the large variety of tools manufactured by them under one brand and bearing the "Swan" trade mark. These goods have been recognized by the trade, which has for years been familiar with their merit, as possessing a high standard of quality and finish. The goods enumerated in this catalogue, which forms a pamphlet of forty-five pages, embraces the following desirable and well-known lines of standard tools: Boring machine, ring, gas fitters', hollow, and millwright augers; auger and car bits; countersink, dowel, screwdriver, plug and sugar bits; tap borers, boring machines, tanged firmer and socket firmer chisels; socket framing, firmer and paring chisels; regular pattern, carriage and wagon makers' drawing knives; adjustable and folding handle drawing knives; gimlets and gimlet bits; tanged socket, paring and turning gouges; tool chests, etc. Few makers of similar goods present so large a variety of tools in a single catalogue, all of which form part of the appropriate stock for a Hardware emporium. In another column will be found the discount sheet applying to this catalogue, which, complete, may be obtained from the agents upon request.

We have received from the Summers Automatic Cycle Lock Co., Columbus, Ohio, a neatly edited pamphlet, which describes and illustrates in a graphic manner a variety of coin-controlled stand or rack locks for bicycles, now being placed on the market. The locks are made to operate on two coins, as preferred, a cent and a nickel. It is impossible to withdraw the key until the coin is inserted and the wheel locked in; after which nothing but the key will release it. This not only assures the safety of the wheel, but makes the putting in of the coin and the return of the key essential to the use of the lock. If so desired, the lock can be made to operate free by returning the coin automatically upon the release of the wheel; the coin being held simply to guarantee the return of the key, which is sometimes a temptation to a mischevious boy. The stands are made in different sizes, varying from a single to a ten-lock, or larger to order, and have the added advantage of being portable. As each lock must earn only 3½ cents per day to return 400 per cent. per annum, it should not be a difficulty to make it a paying investment, and this is doubly assured by the fact that the locks are sold to only one person or firm in each city.

"A Handy Book," made for carrying in the pocket, containing price lists and miscellaneous information of especial use in the office and workshop, has been prepared for the W Bingham Co., Cleveland, Ohio, by J. B. Comstock, better known as "The Man at the Corner Desk." It is all that the name implies, and a great deal of useful knowledge has been crowded into a little space.

Three U. M. C. Victories.

The Union Metallic Cartridge factory loaded shells have three more victories to be recorded. The World's Championship Trophy for inanimate objects was won at Kansas City by C. W. Budd, of Des Moines, Ia., whose record was 96 out of 100. The trophy is a remarkably handsome piece of work by Tiffany, standing two and a half feet high. It is gold plate on copper and is valued at $500.

J. Sedam, of Denver, won the Interstate championship, killing forty-two live birds straight; while the State championship and medal were awarded to J. B. Porter, to whose credit were forty-one live birds straight.

To Pay as We Go.

Editor Hardware: Your editorial in *Hardware* on the proposed tax on corporations is remarkably good.

The tax on all sales or receipts is the right thing, making it large enough to furnish money to pay as we go.

This would let all participate, and avoid discrimination, and the tax will be freely paid.

THE LOCKWOOD-TAYLOR HARDWARE CO.

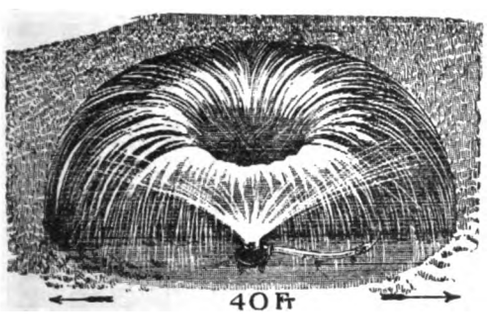
Cleveland, Ohio May 27, 1898.

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NEW GOODS AND SPECIALTIES.

The Spiral Lawn Sprinkler.

The Brightwood Washer Co., Nos. 15–17 Taylor Street, Springfield, Mass., are placing upon the market the Spiral Lawn Sprinkler shown in this connection. This article is made of iron, in one piece, and it is said, therefore, that it



cannot get out of repair, as there is nothing about it to break or clog up, and no movable parts to wear or repair. Being left on the hose, it is always ready for use, and can be easily moved from place to place, without shutting the water off. It can be held in the hand, making a spray for flowers, shrubs, etc., while the surface sprinkled can be regulated by the supply of water to the largest or smallest area. The water revolves around a stationary post, and is forced through a one-half inch opening, at an angle of forty-five degrees, making a fine, even spray. The Spiral is japanned or nickeled, is neat in appearance, and strong.

New Line Cream Cans and Dairy Pails.

The Buhl Stamping Co., Detroit, Mich., are sending some artistic circulars to the trade describing their new lines of Cream Cans and Dairy Pails. These goods are described as "the most perfect of their kind in construction and durability." The cream cans have deep flanged covers which spring over the wired tops of the cans, and at small extra cost are furnished with the new Buhl patent cream can gauge, or with their new spout faucets. These improvements add to the cleanliness of the cans, a point always sought after in the products of the Buhl factory. The





cans are made to hold 14, 16, 18 or 20 quarts, as desired, and are packed in crates containing one dozen each. The "Milk Maid" Dairy Pails bear the well-known "Milk Can" trade mark as a guarantee of quality. They are made of the best steel, extra heavy, and retinned, and hold 10, 12 or 14 quarts, full capacity. These pails are packed three dozen in a crate. The Buhl Stamping Co. have added to their already large assortment of milk cans a new low-priced can called the "Sunrise." This can has a convex cover, like their New York, or Eastern pattern, and either



stamped or malleable iron drop handles, as preferred. It weighs 18 pounds and is strongly made to stand hard usage. Special circulars and quotations of the above goods will be mailed to dealers only, on application.

New Oil Stove Tea Kettle.

The W. H. Sweeney Mfg. Co., Brooklyn, N. Y., call attention to their No. 10 Oil Stove Tea Kettle, which is, as the name indicates, specially designed for use with oil and gas stoves. One of its chief merits is its flat construction, giving a large heating surface, and thus allowing the water



to heat quickly, which is certainly a consideration when the hot weather makes fires of any kind unbearable. It is made of the best grade of tin-plate and heavily nickeled, and retails at twenty-five cents, and the large sales already made indicate that it fills a popular necessity.

R. A. Penick & Son, South Boston, Va., inform us that business in their section continues fair, and that they have had all they could do, for several weeks past. The wheat crop in their section is not as good this season as it was last but is above the average; tobacco is low; and collections are holding up well, for this season of the year. The war has had some effect on business, but not so severely as had been expected. A fine Fall trade is anticipated. They say, in conclusion, "unless some unexpected change takes place, 1898 will be the best year we have had in the seven last past."

The government, while having adopted the small calibre rifle generally, for the army, are still in possession of a great many of the .45 calibre; and it is reported depend entirely for this size cartridge on the U. M. C. people; whose factory is working twenty hours per day on government contracts.

When a man shoots himself for love it is generally on account of some girl named "Pearl" or "Birdie."—*Chicago Record.*

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Review of the Markets.

Hardware: While the general trend of business locally has been of a character to beget conservative transactions of late, the successful prosecution of the war and the growing belief that it will not prove of extended duration, brings to the front the requirements for fall trade, which, with the war question satisfactorily disposed of, it is anticipated will prove to be an extremely hopeful one. Prices show no radical changes. Ordinary everyday traffic is good by comparison with last year. The vacation dullness brings its own limitation to sales, and the future promise, indicated by encouraging reports from the trade of the country, give us no fears for the year's general commercial average.

Wire Nails: The market for wire nails continues to be favorably handled by the large companies now controlling the output so extensively. The quotations have been without material change for a long time. and with the present moderate demand are scarcely susceptible of radical change. Stocks, no doubt, are on the increase in the hands of leading makers, but this is to be expected, in preparing for the usual shut-down in July, for cleaning-up purposes and stock-taking. The market may be stated firm at the quotation of $1.35, f. o. b., factory, Pittsburg or Cleveland, which is the carload price to retailers, to whom quotations are generally given in net prices delivered, having freight to destination added to base price. The New York market is still held at the quotation of $1.45 for carload lots on dock, and $1.55 for smaller lots from store.

Cut Nails: The cut nail market manifests but little movement. Prices are low, and volume of transactions unimportant in character. New York prices may be quoted: For carload lots on dock, at $1.17½ to $1.20; smaller lots from store, $1.25@$1.30.

Barb Wire: Business continues good in this important staple, local demand being moderate, but export requirements continue large. Local prices are maintained firmly and may be quoted in carload lots on dock, at a basis of $1.85 for four-point galvanized, while smaller lots from store are held at $2; painted being held at a difference in price of 30 cents.

Copper Rivets and Burrs: Under date of June 1st, the announcement is made that the following manufacturers of copper rivets and burrs have appointed U. T. Hungerford, No. 121 Worth Street, New York, sales agent for the distribution of their entire product: The Plume & Atwood Mfg. Co.; Detroit Copper & Brass Rolling Mills; Rome Brass & Copper Co.; Holmes, Booth & Haydens; Benedict & Burnham Mfg. Co., Bridgeport Brass Co., Coe Brass Mfg. Co. In connection with the above important arrangement, Mr. Hungerford announces that from the above date all sales, shipments, etc., of these goods, will be made exclusively through him. The standard price list adopted will be as follows:

Nos.	3 to 7 inclusive,	8	9	10	11	12	13	14	15
	49	50	52	54	56	58	60	65	70 cents per lb.

The following discounts to the general trade are announced: Terms 60 days or 2 per cent. for cash if paid within ten days of date of invoice, with a freight allowance of ½ cent per pound on the net weight of goods, f. o. b., factory or New York:

Regular Belt and Hose Rivets and Burrs.....Per cent., 55 to 60
Burrs only..... " 40 to 45

The following extras for special packing are announced, the most important change being for assorted lengths in a box, as will be noted:

	Per pound.
Rivets or Rivets and Burrs (uniform lengths in each box), packed in ⅛ or ¼ pound boxes, net additional	1c.
Rivets or Rivets and Burrs (uniform lengths in each box), packed in ¼ pound boxes, net additional	2c.
Rivets or Rivets and Burrs (assorted lengths in each box), packed in 1 pound boxes, net additional	1c.
Rivets or Rivets and Burrs (assorted lengths in each box), packed in ⅛ or ¼ pound boxes, net additional	2c.
Rivets or Rivets and Burrs (assorted lengths in each box), packed in ¼ pound boxes, net additional	3c.
Tinning Rivets or Burrs, net additional	2c.

Each size and kind are packed in cases containing 100 pounds. The change involved in the above selection of a single sales agent, and the advance in prices on these staple goods, result from the unprofitable business which has lately been the feature of all sales. It is hoped the proceeding will bring stability to market quotations, and thus prove quite satisfactory to the entire trade.

Sheet Zinc: The manufacturers of sheet zinc, under date of May 28th, have announced an advance in prices which makes $6 per 100 pounds the base for sheet zinc in 600 pound casks, f. o. b., mill, which includes all thicknesses between Nos. 9 and 15 gauge, widths between 32 and 46 inches, and lengths between 84 and 90 inches. At the same time the following extras were also announced, being given in cents per 100 pounds:

Nos.....	5	6	7	8	9	10	11	12	13	14	15
32 to x 84 40 "	115	70	40	10	..	..	..	..	..	..	..
52x 84	..	..	325	135	115	90	65	65	65	65	70
50x 84	..	..	215	105	75	40	30	30	30	30	35
48x108	..	..	200	120	105	70	30	30	30	30	40
48x 96	..	..	150	65	55	25	20	20	20	20	25
48x 84	305	195	115	35	25	10	10	10	10	10	15
36x108	235	170	100	60	50	40	25	25	25	25	25
36x 96	150	95	65	30	15	15	15	15	15	15	15
80x 84	165	110	75	35	25	25	25	25	25	25	25
28x 84	185	130	90	50	35	30	30	30	30	30	30
26x 84	215	145	100	60	50	35	35	35	35	35	35
24x 84	235	175	120	35	25	10	05	05	05	05	10

Nos.....	16	17	18	19	20	21	22
24x 84	10	10	15	25	25	35	40
26x 84	35	35	40	60	60	70	80
28x 84	30	30	30	50	50	70	70
30x 84	25	25	25	35	35	50	50
32x 84	20	20	20	25	25	40	40
34x 84	10	10	15	20	20	35	35
36x 84	05	05	05	10	15	30	30
36x 96	15	15	20	25	35	60	65
36x108	30	30	35	50	55	85	..
40x 84	05	05	05	10	10	30	30
40x 96	15	15	20	25	35	60	65
44x 84	05	05	10	10	15	40	40
48x 84	15	15	15	15	25	45	55
48x 96	30	30	35	60	70	95	..
48x108	45	45	55	70	..	..	..
50x 84	35	40	40	45	..	..	..
52x 84	70	70	80	80	..	..	..

An extra charge is made for all packages smaller than 600 pounds, as follows:

100 lb. casks (all Nos. up to No. 12 inclusive), 30 cents per 100 lbs.
100 lb. boxes (not larger than 30x40 inches), 30 cents per 100 lbs.
200 and 300 lb. casks (all Nos. up to No. 14 inclusive), 20 cents per 100 lbs.
200 and 300 lb. boxes (not larger than 36x50 inches), 20 cents per 100 lbs.

The prices referred to above are subject to a special discount when ordered in lots of less than 3000 pounds, of 6 per cent., and 3 per cent. additional for cash with order.

Cordage: The range of prices for carload lots of rope has been on the upward grade for some time and still continues. While the manila hemp in the hands of importers in New York and Boston is known to be of fair proportions, the blockade at Manila which will shortly go into effect, will prevent much hemp from leaving that port and give the market additional strength. Sisal still continues in short supply even with recent importations, and present stock is claimed to be largely sold but undelivered. Business continues moderate under the circumstances, speculation not entering into it largely, and the following quotations indicate the market:

Manila, 7-16 inch and larger.....@ lb, 9¾c.
" ⅜ inch.....@ lb, 10¼c.
" ¼ and 5-16 inch.....@ lb, 10¾c.
Sisal, 7-16 inch and larger.....@ lb, 8¾c.
" ⅜ inch.....@ lb, 9¼c.
" ¼ and 5-16 inch.....@ lb, 9¾c.

Binder Twine: During the past two weeks business under advancing conditions as to price has been exceedingly large. The very large increase in the value of fibre, has made the several advances in the price of twine by the manufacturers, very natural, and occasionally irregular. Prices have been regulated greatly by amount of stock on hand ready for delivery. There is every indication of a phenomenal consumption of twine this year and record-breaking prices will undoubtedly be reached. Present quotations f. o. b. Eastern factories range as follows for carload lots:

White Sisal, 500 feet to the pound.....@ lb, 10¾c.
Standard, 500 feet to the pound.....@ lb, 10¾c.
Manila, 550 feet to the pound.....@ lb, 11¾c.
Pure Manila, 650 feet to the pound.....@ lb, 12 c.

Travers Bros., No. 107 Duane Street, New York, are placing upon the market a hemp binder twine running 500 feet to the pound, and tested to 105 pounds, which they quote at 8 cents, allowing a discount of ½ cent a pound for car-

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load lots. It is doubtful if this low quotation will be long maintained.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 45 cents per gallon; in lots of 5 barrels or more, 44 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

James Swan Co., under recent date, issue a new catalogue of tools, which is referred to in another column, and to which the following revised discount sheet applies:

	Discount.
Carpenters' Slicks	75%
Extra Socket Framing Chisels	75
No. 1 " " "	75&5%
Corner Chisels	75%
Socket Framing Millwrights' Chisels	75%
Beveled Socket Firmer Chisels No. 250	75%
Extra " " "	75%
No. 1 " " "	75&5%
Chisels in Wooden Boxes, No. 400	25%
" " 250	75%
" " 180	20&10%
" " 300	25%
" " 200	25%
Socket Coachmakers' Chisels	25%
" Paring Chisels	25%
" Firmer Millwrights' Chisels	25%
" Firmer Gouges	40%
" " Paring Gouges	25%
" " Milwrights' Gouges	25%
Tanged Firmer Chisels, Beveled, No. 175	20&10%
" " " " 180	20&10%
" " " " 150	20&10%
" " " " 100	20&10%
Coachmakers' Firmer Chisels	25%
Long Thin Paring Chisels	25%
Millwrights' Firmer	25%
Paring Firmer Gouges	25%
Millwrights' Firmer Gouges	2 %
Scratch Awls No. 100	10&5%
" " 75	25%
" " 3	30&10%
Tanged Firmer Chisels, Extra	40%
" " " " Handled	40%
" " " No. 1	40&10%
" " Gouges, Extra	40%
" " " " Handled	40%
" " " No. 1	40&10%
Extra Turning Chisels	40%
" " Gouges	40%
Patent Chisel Handles	25&10%
Folding Handle Drawing Knives No. 32	50&10%
" " " " No. 40	40&10%
Adjustable " " " Nos. 50, 55, & 60	40%
Razor Blade Drawing Knives	75%
Extra " " "	75%
No. 1 " " "	75&5%
Shingle " " "	70&10%
Carriage makers' Drawing Knives	70&10%
Wagon Makers' " "	70&10%
Cook's Carpenters' Augers	60&10%
" Millwrights' "	50%
" Boring Machine Augers	60&10%
" Ring Augers	60&10%
" Auger Bits	60&10%
" Car "	5 %
" Plug and Sugar Bits	60&10%
" Dowell Bits	60&10%
" Handled Auger Bits	60&10%
" Mahcine Bits	25%
Jennings' Pattern Auger Bits	60&10%
" " " " Black-lip	70%
" " Car "	40%
" " Machine Bits	25%
No. 7 Auger Bits	70%
" Car "	50%
" Nut Augers	60%
" Boring Machine Augers	60%
Extra Augers	60&10&10%
No. 1 "	70%
Boring Machine Augers	70%
Short Ring " Black lip	70%
Long Ring Augers, Black-lip	70%
" " Cuban Augers, Bright-lip	70%
Rafting Augers	50%
Millwrights' Augers	50%
Post "	50%
Gas Fitters' "	50%
Auger Bits in wooden boxes	25&10%
Extra Cast Steel Bits	60&10&10%
No. 1 " " "	70%
Car Bits	60%
Extra Machine Bits	25%
Twist Drills for wood	40&10%
German Gimlet Bits	30&10%
Extra Length German Bits and Twist Drills	50%
" Cast Steel Dowel Bits	60&10%
" " " Plug and Sugar Bits	60&10&10%
" " " Handled Auger Bits	50&10%
Double Cut Gimlets and Bits	40&10%
" " " Cocoa Head	40&10%
Gimlet Bits	40%
Patent Expansive Bits	60%
Extra Cutters	60%
Patent Expansive Boring Machine Augers	60%
Extra Cutters	60%
Metal Head Nail Gimlets	40&10%
Wood " "	40%
Metal Head Spike Gimlets	40&10%
Wood " " "	40%
German Gimlets	40%
Ames' Hollow Augers	25&10%
Screw Cap Hollow Augers (New Pat.)	25&10%
Carriage Makers' Plug Cutters	10%
Improved Universal Hollow Augers	20%
Spoke Pointers	20%
Boring Machines, No. 1 to 5	50%
Parts for Boring Machines	Net
Boring Machines, No. 200 and 500	40%
Boring Machine Augers, Cast Steel	70%
" " " Cooks'	60%
Boring Machine Augers, No. 7	70%
Acme Tool Chests	40%
Screw Driver Bits	10%
Reamers	10%
Acme Tool Chests	40%
Countersinks	10%

Note.—Countersinks; No. 5 for wood should read for iron. For iron should read No. 5 for wood.

Auger Handles, 80	10%
" " 24	30%
" " 3 and 4	25&10%
" " 13 and 14	Net
" " 1 and 2	Net
" " 11 and 12	Net
Graduated Bung Hole Borers	30&5%
Ring Tap Borers	20&10%
Auger Bit Handles	40%
Screw Drivers, 65 and 065	50%
" " 67	5 %
" " 68	50%
" " 66	50%
" " 25 35 and 45	20&10&10%
" " 40	40&10%
" " 10, 15, 50 and 60	15%
" " 100	40&5%

THE COLUMBUS TRADE.

Trade still continues good, and there is a very steady demand for seasonable goods, and several lines are hard to get promptly. We might mention the following among the scarce articles: Lawn mowers, steel goods, snaths, screen goods, poultry netting, smooth wire and binder twine. The latter article is getting very scarce, and price seems to be no object; it is a question of getting the twine. We find the prospect for a big wheat crop is excellent, and it is lucky for the farmer that he can get a good price for wheat to offset the high price he must pay for twine. The season for planting has been very backward. We are having what might be termed the wet season, and very little corn planting had been done in this neighborhood up to June 1st. There is plenty of time yet, however, to make a good corn crop. Almost everything the farmer has to sell now is bringing a good price. Horses

The Cost of a Sound, Reliable Belt

Belting,
Garden Hose,
Water Hose,
Fire Hose,
Suction Hose,
Steam Hose,
Air Hose,
Tubing.
Packing,
Gaskets,
Valves,
Rubber Tiling,
Rubber Matting,
Emery Wheels,
Specialties,
League Tires.

Is very little more than that of a poor one—the difference in service is immense. How great it is buyers as a rule don't realize. In our own business we find that this point, impressed on a hesitating purchaser, never does any harm and in many cases lands his order for a first-class belt. We all know what that means—more money at the time, and the best kind of foundation laid for further sales.

Our **Carbon** is a safe, serviceable belt, thoroughly constructed of excellent materials; **Double Diamond,** stronger and finer, adapted to exceptionally severe work; **1846 Para,** a magnificent belt, built of the choicest rubber and heaviest, most powerful duck. Write for particulars.

New York, 25 Park Place.
Chicago.....143-145 Lake St.
St. Louis.....210 North 12th St.
Philadelphia....308 Chestnut St.
Boston.....24 Summer St.
San Francisco.. 509 Market St.
Cleveland.. W. H. H. Peck Co.
N. Orl's, Woodward, Wight & Co.
Indianapolis, Central Rubber & Supply Co.

NEW YORK BELTING & PACKING CO. LTD

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are in good demand, but they must be good ones. Cattle and hogs are bringing better prices. Hen fruit is cheap, and only brings about one cent per cackle, but as long as a hen doesn't get "set" in her way, she cackles pretty regularly every day—07 cents per hen every week is not so bad while worm and bug dirt lasts. Of course, we are not counting the rooster's cackle. It always struck us that a rooster has a lot of "sand in his craw" to stand up and cackle when a hen lays an egg. That is another proof that the chap who makes the most noise is not always the one who does the business.

SMITH BROS. HARDWARE CO.

THE PORTLAND TRADE.

While business is not as satisfactory as we could wish, prices are generally well maintained, and collections better than we might have expected after a year when all our farmers suffered from short crops. It has been many years since our farms have proved so unproductive as in 1897, and we are now feeling some of the effects of the shortage.

The outlook, however, is very encouraging for the present year. The country never looked better, and the trees give promise of a large fruit crop.

The war has frightened some of our over-timid summer visitors, and many who contemplated erecting new summer homes on our coast, have laid aside their plans until another year. We think this is short-sighted, as with labor and material so cheap, there has not been a better season for building for a long time, and there is not the least danger of our coast being visited by any of the demoralized navy of Spain.

We confidently expect next season will bring higher prices for lumber and labor and perhaps Hardware.

Our season has been too cool to start the freezer, refrigerator, or screen trade up to its usual volume, but will probably result in rush orders later on.

EMERY-WATERHOUSE CO.

THE ALBANY TRADE.

The recent ideal spring weather has helped to improve the condition of trade which, even with the rainy season of the past few weeks, has not been below the record of previous years. An unprecedented demand for field and garden tools and implements, has been greatly assisted by the early spring weather of the past, and there has been strong evidence of the continual shortness of stocks on the part of the smaller dealers throughout this section.

Lawn mowers have been a very conspicuous commodity, on account of the demand and the scarcity in the hands of dealers as well as manufacturers. The difficulty in getting orders filled promptly from manufacturers, has been severely felt by the large jobbers who usually reorder at this time of the year. The extremely low prices prevailing on these goods, have naturally popularized them with the public who possibly would not buy as freely at the higher prices ruling in past years.

The screen door and window screen business now at its height, has also been very conspicuous as quick selling goods this season. The wet weather has interfered to quite an extent in the distribution of such articles as rubber hose and lawn sprinklers, but the warmer weather which is sure to come later in the season, will no doubt use up present stocks in the hands of dealers.

A slight flurry has been caused in the nail market by the issuing of a circular from a heretofore unknown factory, quoting nails below price of the large American Steel & Wire Co., and the three other very heavy nail manufacturers. While this lower price has caused considerable talk among the dealers, yet there appears to be a doubt regarding the quality and standard gauge of the nails. This condition of things is only temporary, as there is good reason for believing that price of nails will show no signs of weakness, but can be at any time advanced by the few large makers now so thoroughly organized, as to control the market price of this leading article in the Hardware line.

The excellent condition of trade on leading goods, and steady prices prevailing on all goods, is most satisfactory to the dealers at large in this territory. A much better condition exists regarding trade, it is thought, in this limited territory than in the cities along the seaboard, which appears to be evidence of the fact that the effect of war is felt more perceptibly near the coast than in the interior.

ALBANY HARDWARE & IRON CO.

THE ST. PAUL TRADE.

The business record of the first five months of the year 1898 is made up, and we are now entered upon the sixth month. This has been with varying results in different localities. In the money centers of the East, when war was seriously threatened, and later, when it was declared, the effect was to very greatly frighten their bankers, and for a time completely upset their money market. These bankers and capitalists seemed to lose sight of the fact that this is a great Nation (with a capital N); that its resources are immense, and that the people not only have the money to do it with, but are willing to pay all the expenses of the government, including those of a moderately sized war, such as we now have on hand. When this did occur to them, they regained their lost equilibrium, and now the money market is fast regaining its normal condition.

This Eastern condition did not have much effect on business here. Our bankers did not lose their heads, but pursued the even tenor of their way, doing business as usual, and extending their usual accommodations to their customers, thus preserving confidence, and encouraging busi



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STANLEY'S

UNIVERSAL PLANE.

INCLUDING:

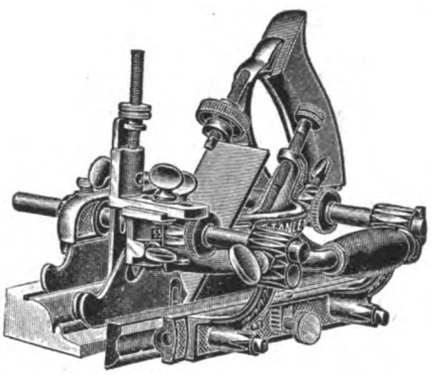
Moulding Plane, Match, Sash, Chamfer, Beading, Reeding, Fluting, Hollow, Round, Plow, Dado, Rabbet, Filletster and Slitting Plane.

No. 55. Universal Plane, $16.00

WITH 52 CUTTERS.

☞ The Plane is Nickel Plated; the 52 Cutters are arranged in four separate cases; and the entire outfit is packed in a neat Wooden Box.

SOLD BY ALL HARDWARE DEALERS.



ness, which seems a much better way than anticipating and inviting a panic.

The general business of the Northwest has felt and we hope will continue to feel, the good effect resulting from the great bulge in the price of farm products. We, of course, know that the fabulous price of May wheat was purely speculative, and was brought about by the manipulation of Leiter and his coadjutors, but nevertheless it brought considerable money to the farmers of Minnesota and the Dakotas. Potatoes at 60 to 70 cents per bushel at interior points, and dairy products, meats, corn, oats, etc., at largely advanced prices, have removed many mortgages and encouraged many a granger to make improvements in buildings and in other ways that give a decided stimulus to general business. Certainly, the wholesale business of this locality, up to the present time, has been very satisfactory, and as we have been blessed with plentiful and timely rains, the outlook for a good crop is encouraging, which, if realized, means good business for the balance of the year.

Prices of staple goods have not fluctuated much, save with the article of rope, in which there has been a sharp advance. It is true, however, that in almost all kinds of seasonable goods there is a rather short supply, owing to the active demand for the same.

C. W. HACKETT HARDWARE CO.

THE PITTSBURG TRADE.

All firearms being "contraband of war," importers are finding difficulty in getting in their stock for the fall trade, but by hook or crook they are getting them in, so that no famine may be feared in that line. Ammunition makers, also, are not sure that they can fill orders promptly, because of the government demands upon the powder works.

Manila rope continues to climb towards old-time prices, and fortunate holders of stock are having a harvest which they would like to see extended to a few more items. The great bulk of goods, however, is not affected appreciably by the war, and we cannot see that they will be, unless it assumes much larger proportions than seems probable.

We were shown a little pamphlet lately, written by a traveling salesman, in which he advocates an agreement among jobbers that their men shall not call on trade oftener than once in sixty days, thus reducing expenses and allowing more opportunity for mail orders. The great bugbear of the jobbing trade at present is the expense account, and it will require some united effort to effect a change in the plan of doing business to reduce it within safe limits. All jobbers remember when they used one traveler where they now use three or four, and that results were better under the old plan. We do not believe it impracticable to so arrange it that each distributing centre should have certain prescribed limits of territory which is naturally tributary to it, and within which the jobbing houses of that city should not be interfered with by other cities. The retailer would be protected by the competition of the four or six jobbers in that city, which certainly is enough for good business, and the useless expense of travelers from other cities, with offers of special inducements in the equalization of freights, etc., would be avoided. This is an evil common to all jobbing houses, and we believe a return to old and natural conditions would not only better the condition of the jobber, but in the end be also more satisfactory to the retailer. LOGAN-GREGG HARDWARE CO.

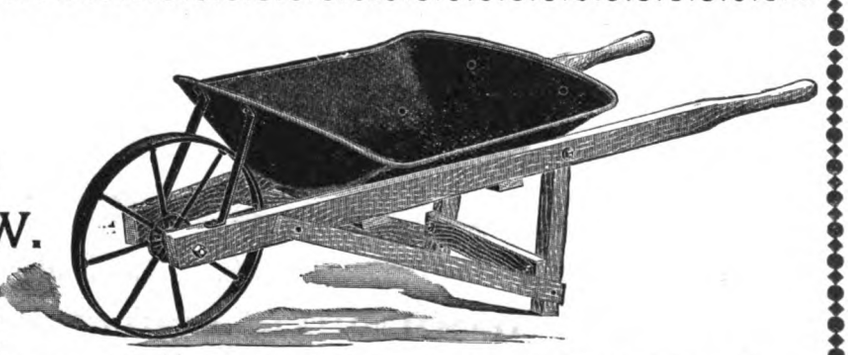
THE CLEVELAND TRADE.

Associations organized to improve business methods, at their meetings ought to discuss live topics, one of which is, shortage on goods. The habit of deducting the amount in remittance without a full explanation, is not a fair way to do business.

A party claiming shortage should be entirely willing to verify his statement by oath, if that is necessary, to aid the seller in getting the allowance from the factory if the goods were shipped direct. Such claims should be made on receipt of goods, and should be accompanied with careful tally sheets, or statement, to be used by the seller to convince the factory of such shortage. Manufacturers are very reluctant to admit an error, as they carefully provide

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.

COLUMBUS, O., U. S. A.

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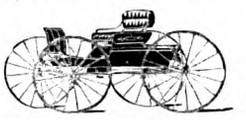
LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH WRITE FOR PRICES AND CATALOGUE





OUR GOODS ARE THE BEST
OUR PRICE THE LOWEST

PARRY MFG. CO. Indianapolis, Ind.



Situation Wanted.

SITUATION wanted in a retail Hardware store by a sober young man, who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan.

For Sale.

A GOOD clean stock of Hardware, stoves, tinware and agriculurtal implements in one of the best villages in New York State, situated in a splendid dairy section. Stock will invoice about $6000. Best reasons for selling. Address R. W., care HARDWARE, No. 143 Chambers Street, New York.

to prevent them. Such statements should be as convincing as the facts permit.

The seller is often suspected of doubting his customer's statement, when he is seeking to get the facts necessary to get the claim allowed. This is the unpleasant part of such transactions. Again, goods should not be returned before writing the seller, as it causes needless expense, because it often happens that they should be returned to the manufacturer instead of to the seller.

If we were all prepared to suffer, rather than do injustice, life would be much pleasanter, and in the long run justice would be done. To insist on our own rights, need wrong no one. To insist on the rights of others, helps to keep our own secure. We are all under suspicion, because of the unjust action of a few. The standard of business is improving and organized business associations ought to be of great benefit in this direction. Business men are usually so upright that an exception creates distrust, as a counterfeit greenback does.

Again, when goods are delivered by the seller to the transportation company, he has fulfilled his part of the contract. If delays, damage or loss occur, the obligation is to the purchaser and not the shipper, although he usually aids in collecting it.

If a buyer desires extension in time of payment, he should notify the seller before it becomes due, and ask it as a favor if he cares for a high grade of credit.

The amount of money a man is worth does not always determine his grade of credit His business methods have an important influence. Improved methods of business can only come through individual improvement. Self-improvement is much more important than an effort to improve other people.

The compelled economy of our long dull time laid a foundation for prosperity that even war cannot wholly destroy. It would not have been hard to guess what would have been without a war, but it is harder to guess what it will be with it. We must wait to see. The demand for wire has been unusually large for May, and shipments very much delayed, as the mills are full of orders. The demand for nails is increasing. LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

There does not seem to be any cessation in the demands for wire cloth, netting, window screens, doors, ice cream freezers and kindred lines of goods. High grade bicycles are also difficult to secure from manufacturers as rapidly as we would wish, and trade in the leading staple goods in other lines of Hardware is much larger than we have had for the corresponding period one year ago.

The war with Spain seems to be taken for granted and does not interfere apparently with Western trade conditions to any great extent.

Prices for farm products continue to be very favorable to the farmer—a large acreage is sowed and planted, with favorable prospects for a good crop.

With so much in our favor it is but reasonable to expect an enormous demand for all classes of goods from consumers, and more especially the farmers of the great Northwest, from all of which we argue a fine trade for Chicago Hardware jobbers right through the year.

WELLS & NELLEGAR CO.

THE DENVER TRADE.

A backward spring has made a little difference, perhaps, in general business in this section, but May has closed on a good month's business in the Hardware line. For the first five months of 1898 we estimate the volume of business 20 per cent. greater than during the same months of 1897. The outlook is good. The snowfall of last winter being lighter than the average, there was great uneasiness regarding the supply for irrigation this summer, but the late spring rains have been ample compensation, and a good harvest is now assured so far as water is concerned, and water is the principal requirement in this State for successful farming. This means much for Colorado, with its annually increasing agricultural products.

Mining is prosperous, and the output will probably exceed that of any previous year. All things considered, this may be a banner year, and no one will find fault if it should prove to be. GEORGE TRITCH HARDWARE CO.

THE PHILADELPHIA TRADE.

At last the weather has settled down to a condition of normal Spring, but the delay in the season has been somewhat unfortunate.

Accounts, however, of trade conditions throughout the country are so uniformly favorable, very confident expectations are being held in regard to summer and fall trade, while the advocates of higher prices seem to have more foundation for their arguments than for some time past.

So far, prices have shown but little change, although such spring goods as window and door screens and wire cloth are so scarce that it is impossible to fill orders promptly, and prices are already higher in consequence.

Collections continue fair, and there is, perhaps, an increase in the number of small accounts now paid up, indicating, perhaps, the amount of money being put into distribution by the expenditures of the government and which is now having its effect on trade channels.

BIDDLE HARDWARE CO.

THE DAVENPORT TRADE.

Weather continues favorable to growing crops, that are looking well, and give promise of an abundant harvest.

Sales for April show a very satisfactory increase over April of 1897, although the margin of profits has not increased in proportion to the sales. There is a scarcity of plain and barb wire, lawn mowers, screen doors, poultry netting and many other staple seasonable goods. Collections satisfactory. SICKELS, PRESTON & NUTTING CO.

STUBS' TOOLS.
FRENCH FILES & RASPS.
S. J. ADDIS' LONDON CARVING TOOLS.
HAMMACHER, SCHLEMMER & CO.
DIRECT IMPORTERS
209 BOWERY NEW YORK.

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ARCADE Files are all made with Weed's improved increment cut, equal to the best English hand-cut files.

If this statement is correct it is certainly for your interest to handle Arcade Files, and we stand back of its correctness by offering to send you a sample order of files at our own risk, to be returned at our expense if they are not in every particular what we claim for them. The smallest order will receive equal attention with the largest.



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The Arcade File Wks.

No, sir. I want the ARCADE. It cuts faster and wears longer than any other file made.

We're all out of ARCADE files. Try this; it's just as good.

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Of our premium list, evidenced by the eagerness with which new subscribers are availing themselves of the opportunities offered, has compelled us to extend the time limit. We will therefore continue this offer until further notice to **NEW 1898 SUBSCRIBERS.**

ALL THE NEWS. **HARDWARE** HARDWARE EXCLUSIVELY.

Needs no introduction to the Hardwareman. He already knows what a valuable adjunct to his business this semi-monthly visitor is, with its reliable "Prices Current," its "Market Reviews" and its general news of interest to the Hardware trade.

FOR $1.00 We will send "HARDWARE" for one year, and **ANY ONE** of the following articles:



A dating stamp that will last till 1902, with 12 special entries for marking letters and bills.

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A 365-page Cloth Bound Diary—one page for each day in the year—4½x9 inches, bound in flexible cloth covers. Invaluable to merchants, manufacturers, bookkeepers, clerks, etc.

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representing one hundred dollars—to enable you to put your business on a cash basis—do away with pass books—to prevent bookkeeping errors. No disputes over accounts—no delinquent debtors or bad accounts. Used throughout the country now instead of credit system.



A numbering stamp, which will number from 1 to 999,999. You can number every article in your store with this stamp. It is indispensable to the careful retailer.

FOR $1.25 We will send "HARDWARE" for one year and your choice of the following six premiums:

1. A Perfect Fountain Pen . . . . with 14 kt. gold pen and a filler, warranted to give the most satisfactory results. Made by one of the oldest fountain pen houses in America, and fully guaranteed. . .



2. A Silver Mounted Stationery Set. Seal, letter opener, and paper knife with pearl blade—that gives an air of elegance to your desk. . . .

3. Huebsch's Year Book . . . . (large size), 6x9 inches, bound in flexible cloth, made to last. IT IS YOUR BUSINESS MEMORY, and will not fail you.

4. If You Have a Good Name . . . you may like to see it in your window. We send you ten of the best white enamel 4-inch letters, with a half pound of best cement and full instructions for putting up. If 4-inch letters are too large, send for twenty 2-inch letters. If you require more than the quantities specified, we will send you extra letters; 4-inch at 6 cents each, and 2-inch at 3 cents each. . . . . .

5. Half Dozen Photographs. . . . . Send us any photograph, with your name and address written plainly on the back, and we will return it to you together with six medallion copies of the original, mounted on celluloid, with a wire stand. We guarantee the medallions to be as good as the original. . . . .

6. Bushnell's Price Book . . . bound in seal morocco, 4¼x6⅞ inches, 200 pages, adapted to the use of the traveling man, the home salesman and the office. Neatly indexed, red edged, ruled faint, printed headings. This practical Price Book is in almost universal use. . . . . .

Address all communications to

HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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The First American Patent.

As there is going on in the scientific world a discussion as to the first patent granted by this government and its date of issue, the *Inventive Age* sets forth the facts, in a recent issue.

The first patent was issued at Philadelphia, on the 23d of December, 1796; but nearly six years prior to this (in 1790) a patent was given to Samuel Hopkins for a new method of making pot and pearl ashes. We are not aware that this process, or formula, had anything to do with machinery. But in Passmore's machine, letters patent for which were issued on the date referred to, "the conjurer for cooking and boiling water" (note the absence of the comma after "cooking"), we find the beginning of the patented mechanical idea, from which the wheel of American inventive mechanism has rolled so triumphantly down the road of human achievement.

There have been several claims to right of priority as to the first patent issued in the United States—notably to Samuel Bartlet in 1808, for an improvement in rolling tub mills; and one issued to Miss Mary Kies, of South Killingly, Conn., for "weaving straw with thread." But the potash pearl ash invention is the father of the patent brood, and is, as we have stated, followed by the "machine for cooking and boiling water." The patent for the latter can be seen in the National Museum.

Use of Bicycles in Norway.

According to United States Consul Man at Bergen, bicycles are in general use in Norway, although not as extensively as in other parts of Europe, the use, perhaps, being more limited to the class in comparatively easy financial circumstances. The roads are macadamized and would be adapted to bicycling were it not for the large rainfall in western Norway, which amounts to about eighty-five inches per annum. The hilly nature of the country is an additional drawback, necessitating as much walking as riding. In spite of these conditions, however, the consul says the bicycle continues to grow in popularity.

Most of the bicycles sold in Norway are from Germany and the United States. The duty on cycles is 30 kroner ($8.04) each. There is no differential duty favoring cycle manufacturers in other countries. Canadian bicycles with wood rims, mud guards and other American improvements are advertised and sold as "American" wheels.—*Exchange.*

"PIONEER"

FIFTY POINT CARBON STEEL TUBING

The uniformity obtained from our process of manufacture is especially desirable for bicycle purposes.

There is a rapidly increasing demand for seamless tube owing to its adaptability to purposes for which laboriously drilled solid stock has heretofore been necessary.

No Specially Prepared Samples.

THE POPE TUBE CO.,
HARTFORD, CONN.

"Pioneers" in Correct Composition.

We should be pleased to quote you discounts on application. Send for printed matter.

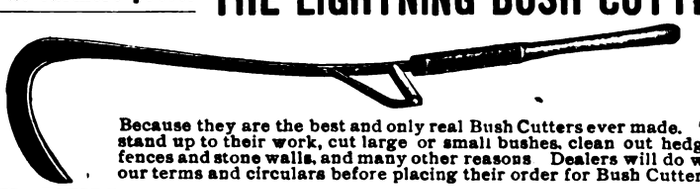
"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

One of the First and Last Advertisers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

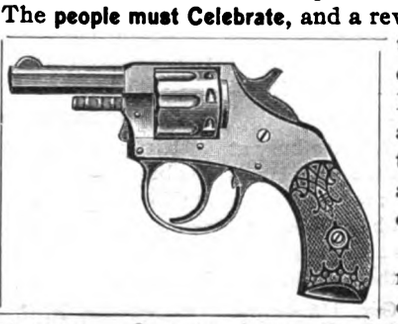
Why do farmers prefer THE LIGHTNING BUSH CUTTERS?



Because they are the best and only real Bush Cutters ever made. They can stand up to their work, cut large or small bushes, clean out hedges along fences and stone walls, and many other reasons. Dealers will do well to get our terms and circulars before placing their order for Bush Cutters.

THE BEMONT MFG. CO., South Glastonbury, Conn.

FOURTH OF JULY, owing to the excitement of **WAR,** will be the occasion of such a demonstration of patriotism as has not been known heretofore. The **people must Celebrate,** and a revolver is the safest and most satisfactory noise-maker.



Our Young America Double Action lines are particularly adapted to the **FOURTH OF JULY** trade, and being made in Rim Fire, as well as Central Fire, allow the use of inexpensive ammunition. Dealers, if you would avoid the rush and the probability of disappointment, place your orders at once. Our catalogue describing our complete line will be sent to any address, free.

Harrington & Richardson Arms Co., WORCESTER, MASS., U. S. A.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Ashton, Ill.—A. W. Rosecrans & Co. have opened a new store and intend carrying a stock of Hardware.

Britt, Iowa.—F. B. Rogers & Son have opened a new Hardware store, handling Hardware, stoves and tinware and sporting goods.

Canajoharie, N. Y.—W. L. Klinkhart.

Denver, Col.—Murray-Gifford Hardware Co. has been incorporated with a capital stock of $10,000; Larimer; Fort Collins. Incorporators: Carroll J. Murray, Frank D. Abbott, Frank E. Gifford.

Erie, Iowa.—J. M. Cross, who was employed by Gunther & Sons for a number of years, has opened a Hardware and tin shop north of the square.

Idaho Springs, Col.—The Lowell Hardware Co. has been incorporated with a capital stock of $15,000. Directors: B. F. Lowell, J. E. McIntyre, O. W. Lowell.

Ironwood, Mich. — Lesselyong Hardware Co.

Lamar, Mo.—L. Loman.

Montreal, Can.—St. James Hardware Co.

Oto, Iowa.—Daniel Griffen has opened a new store, handling Hardware, stoves, tinware, furniture, etc.

Pecatonica, Ill.—G. W. Frey has purchared a Hardware store.

Randsburg, Cal.—E. G. Ord.

Shelton, Conn.—D. N. Clark.

Stockbridge, Mich.—Mann & Stephens have moved into their new Hardware store at this place. The store is as well appointed and convenient as any in the county.

Tiffin, Ohio.—Geo. W. Moore.

Utica, N. Y.—Radell & Bowman have recently opened a mill supply store.

Changes and Improvements.

Alexis, Ill.—Harry Bailey has disposed of his interest in the Alexis Hardware Co. to his partner, C. A. Wray, who will continue the business under his own name.

Ashton, Ill.—W. J. Stevenson, Hardware, succeeded by W. S. Rosecrans.

Atlanta, Ga.—The Beck & Gregg Hardware Co. will erect on Marietta Street a three-story brick store, seventy-five feet wide and 200 feet long. The new building is to be ready by October.

Baker City, Ore.—Shinn & McCord, Hardware, succeeded by Asa Shinn.

Conneaut, Ohio.—Carpenters are busy at work building an addition to the Kirk Hardware Co.'s store. The new room will be on Washington Street and will be of great accommodation to the firm, as at present their store is much too small for their stock.

Dundas, Minn.—J. H. Orr, Hardware, agricultural implements, etc., succeeded by W. W. Hassau.

Fiskdale, Mass.—J. S. Woodhall, who has been in the Hardware and tinsmith business about three years, has closed out his business.

Floyd, Iowa.—William Morse, Hardware, succeeded by Frank Spencer.

Harbine, Neb.—L. J. Hiatt, Hardware, succeeded by O. H. Tasche.

Hurley, S. D.—T. J. Hill, Hardware, sold agricultural implements to R. W. White.

Lushton, Neb.—P. H. Pursell, Hardware, succeeded by Robert H. Shepherd.

Minden Mines, Mo. — Edward Marsh, Hardware, etc., sold to Sandford Bros.

Morris, Minn.—E. W. Randall, of Hamline, and S. J. Stebbins, under the firm name of Stebbins & Co., have purchased the Hardware stock, building and lot from A. A. Stone, on Atlantic Avenue.

Oakland, Cal.—Arrangements are being made by E. R. Tutt, the Hardwareman, for the erection of a building on the property owned by him on the south side of Thirteenth Street, near Washington. He will put up a three-story brick building with basement, covering the lot 25 x 100 feet in size. It will have an ornate front of pressed brick and galvanized iron. The work will be pushed forward as rapidly as possible, and Mr. Tutt expects to occupy the entire structure himself in about two months. The cost of the improvement will be between $12,000 and $13,000.

Owatonna, Minn.—John Gladback, Hardware, succeeded by N. J. Schafer.

Pierce, Neb.—D. W. Elliott, Hardware and agricultural implements, sold out.

Pittsfield, Mass.—James S. Mattoon, for some years a clerk with Barker & Belden, is to start in the Hardware business on his own account.

Sanford, Fla.—H. M. Papworth has retired from active partnership in the firm of W. J. Hill & Co., Hardware merchants, with which he has been connected for about ten years. W. J. Hill will continue the present business at the same location.

St. Petersburg, Fla.—J. R. Moore, Hardware, stock purchased by P. B. Stoner & Son, of Dade City, who have taken possession.

Waukesha, Wis.—H. M. Horning Co., Hardware, succeeded S. A. Perkins.

Webster City, Iowa.—The Rasmussen Hardware and implement business has been transferred to W. C. Grant, of Sibley, Iowa.

Business Embarrassments.

Detroit, Mich.—Alfred E. Hamlin, who has been the proprietor of a Hardware store at No. 808 Fort Street, West, for many years, has made a voluntary assignment for the protection of all creditors, to the Union Trust Co.

Greenville, N. C.—D. D. Haskett, dealer in Hardware, has made an assignment to R. J. Cobb.

Mansfield, Ohio.—W. J. Thornton, Hardware dealer, has made an assignment to H. E. Bell. Assets and liabilities are about $1000 each.

Montreal, Can.—Letang, Letang & Co., wholesale Hardware merchants, No. 287 St. Paul Street, have made an assignment. The liabilities amount to $100,000, and it is claimed that the assets are $200,000, giving a surplus of $100,000.

Snow Hill, Md.—John S. Hurlock, Hardware, reported to have made an assignment.

West Chester, Pa.—Frederick D. Reid, Hardware, reported to have made an assignment.

Burglaries in Hardware Stores.

Baltimore, Md. — Habig & Stegmaier, small loss.

Burlington, N, J.—Seldon R. Probasco, files.

Cokato, Minn.—P. Habberg, Hardware, store burglarized, and a small sum of money taken.

Columbus, Ohio.—Fishback & Co., knives.

Eagle, Wis.—D. L. Newton, cutlery.

Elkhart Lake, Wis.—P. A. LaBudke, $225.

Gilmore City, Iowa.—J. J. Mulholland, razors.

Hersey, Mich.—O. L. Milliard, $120.

Jewell, Ia.—Cary & Knudson.

Macon, Ga.—Culver & Corbin, $100.

Marcellus, Mich.—Moon & Russell, cutlery.

No. Java, N.Y.—Mason & Crahan, cutlery.

Recent Fires.

Albia, Iowa.—J. R. Duncan, Hardware, destroyed by fire. Fully insured.

Chicago, Ill.—The Hardware store of Mrs. John Lang, on Wentworth Avenue, has been destroyed by fire. Loss, $1650.

Fessenden, N. D.—A. J. Smith & Co. Hardware merchants, damaged by fire.

Loogootee, Ind.—The Hardware store of Huebner, Shirey & Co. was destroyed by fire quite recently. The loss was $16,000, with an insurance of $4000. The firm have resumed business in other quarters, and will probably rebuild on the old site.

Manchester, N. H.—A disastrous fire has visited the Hardware store of the John B. Varick Co., causing a loss on the stock of about $75,000 and $13,000 on the building.

Merrill, Wis.—F. M. Montgomery's Hardware store has been destroyed by fire. Insured.

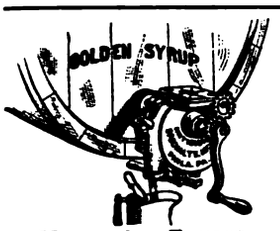
Morgan, Minn.—The Hardware store of Billington & Son, of this place was recently partly destroyed by fire. Their loss was very little above insurance, but the firm have decided to discontinue business, and will close out their stock.

Pine City, Minn.—The store of H. N. Welch was destroyed by fire a short time since, with loss about $4000. Mr. Welch has reopened with an entirely new stock, in the Connors block.

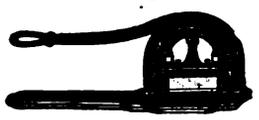
Rogers, Ohio.—P. M. Crawford, Hardware, destroyed by fire.

Texarkana, Ark.—J. E. Benjamin's Hardware store has been destroyed by fire.

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Measuring Faucet.


Tobacco Cutter.

We Make Faucets

That measure a pint, a quart or a gallon accurately. A Barrel Drainer that adjusts automatically to fit in the bunghole. No bung borers needed and no molasses wasted. Coffee, Spice and Drug Mills that grind as you like it. Draw Cut Tobacco Cutters that do not squeeze through, but cut with ease. Our goods are second to none. All are fully warranted. Send for Catalogue to

NATIONAL SPECIALTY MFG. CO.

Lehigh Ave. and Third St. - PHILADELPHIA, PA.



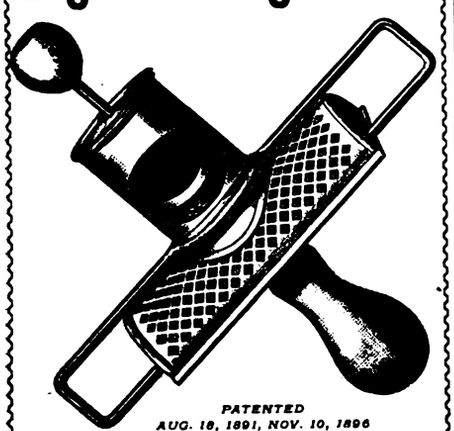
No. 3 Mill.



No. 1 Mill.

THE NEW 1896

Edgar Nutmeg Grater.



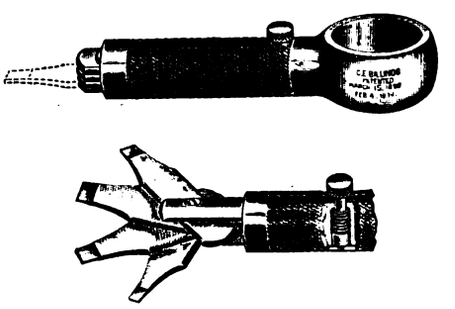
PATENTED
AUG. 18, 1891, NOV. 10, 1896

The ONLY good Nutmeg Grater ever made.

Ask your jobber for it, or send to us for sample.

EDGAR MFG. CO.,
READING, MASS.

BILLINGS' MAGAZINE SCREW DRIVER.



Patented { Mar. 15, 1892. Feb. 4, 1896.

Four sizes of Screw Drivers contained in One Handle.

A Neat Tool for Sportsmen, Electricians, Machinists, Etc.

DROP FORGINGS AND MACHINISTS' TOOLS.

THE BILLINGS & SPENCER CO.,
HARTFORD, CONN., U. S. A.

Kearney & Foot Co.

Manufacturers of the

100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

SEND FOR CATALOGUE AND PRICES.

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of

Bench Vises.

Price Lists sent on application.

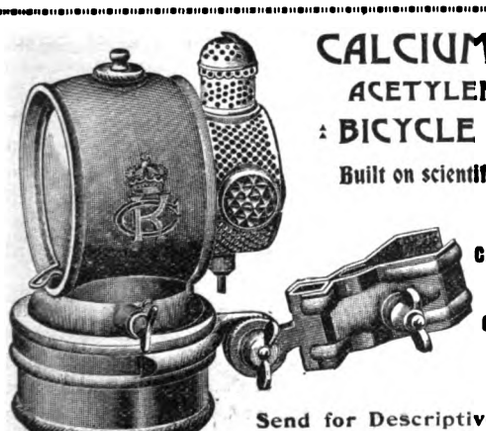

PATENTED.

STANDING SEAM AND SLATE ROOF SNOW SHOE IRONS



No snow rails need be used unless desired. The lugs clinch through the seam easily but securely. Send for Catalogue.

BERGER BROS. CO.,
Mfrs. of TINNERS' HARDWARE AND ROOFERS' SUPPLIES,
PHILADELPHIA.



CALCIUM KING ACETYLENE GAS BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

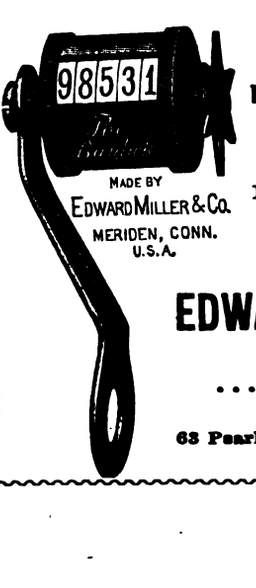
CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

GEO. H. CLOWES MFG. CO.,
202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.
Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.
EVERLIT LAMP.
ROYAL BELLS.

EDWARD MILLER & CO.,
Factories and General Office,
...MERIDEN, CONN...
STORES:
63 Pearl St., Boston, Mass., and
23-30 West Broadway, New York.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

East St. Louis, Ill.—The Missouri Wire & Nail Co. have filed articles of incorporation. They have a capital stock of $10,000, and the incorporators are C. F. Hintze, Richard Scruggs and A. N. Sager.

Lowell, Mass.—The Woods-Sherwood Co. has been incorporated. Capital stock, $20,000. Directors: Wm. H. Anderson, president; Elisha J. Neale, treasurer, and Edward P. Woods. Purpose of organization: the manufacture and sale of wire goods.

Meriden, Conn.—The Bell Shovel Co. has been organized, with a capital stock of $3000.

Neosho, Mo.—The Neosho Chilled Plow Co.; capital stock, $6750. Incorporators: J. E. Alexander, J. C. Alexander, E. D. Smith and E. W. Lillard.

Peoria, Ill.—The Peoria Gun Co., capital $1000, to manufacture animated targets, incorporators: G. N. Portman, C. L. Portman and Charles Rowland.

San Francisco, Cal.—The Hercules Adjustable Pipe Wrench Co. hae been incorporated by Richard O'Connor, H. A. Jones, Hugh Keenan, Joseph M. O'Brien, Thomas E. Ryan. Capital stock, $20,000.

Rochester, N.Y.—Orrin Hoxie, for twenty years with the Sargent & Greenleaf Co., and Charles H. Clark, formerly manager of the Clark Novelty Co. have formed a copartnership for the purpose of building light machinery, special tools, models, etc., under the firm name and style of Hoxie & Clark, with factory and offices at Nos 42 and 44 Stone Street. The factory of the firm is fitted throughout with new and modern machinery and appliances, and the firm are fully equipped to fulfil any contract in their line promptly and satisfactorily.

Topeka, Kan.—The Brendner Mfg. Co. has been organized to manufacture the "Brendner Garden Tool," and have a capital stock of $50,000. The stockholders are W. H. McCamish, J. H. Parrott and J. F. Jagger, Kansas City; Joseph Brendner, of Pacific, Mo., and F. A. Wilcox, of Fremont, Ia.

Topeka, Kans.—The Beatty Mfg. Co. has been organized to manufacture the "Beatty wire splicer pliers," and the capital stock is $25,000. The stockholders are W. H. McCamish, J. H. Parrott, J. F. Jagger, Joseph Brendner and F. A. Wilcox.

Trenton, N. J. — The McCabe Hanger Mfg. Co. have been incorporated to make Hardware specialties; capital stock, $50,000. Incorporators: Thomas G. Bain, Peter H. McCabe and James McCabe, East Orange.

Trenton, N. J.—The New York Wire & Spring Co.; capital stock, $15,000. Incorporators: Robert Smith, Blairsville, Pa.; Julius Berrie, West Hoboken; Ralph B. Smith, New York.

Changes and Improvements.

Abington, Mass.—The Abington Tack Co. have decided to remove their works from this place to Ansonia, Conn., and work will soon cease at the factory here.

Albany, N.Y.—The Brainerd, Tanner Co. have been making improvements in their factory. Several large machines, adapted to the manufacture of general Hardware, were recently installed.

Anderson, Ind.—The Hazen nail mill, which has been idle for five years, will soon be in operation. R. L. Kane, representing a party of Eastern capitalists, has arrived to take charge of the plant. A wire drawing department will be added, and the mill will be run independent of the Wire Nail Trust. The mill has a capacity of 1000 kegs per day.

Anderson, Ind.—The name of the American nail mill plant has been changed to the American Steel & Nail Co.

Batavia, N. Y.—The Johnston Harvester Co. are arranging for extensive additions to their large plant. The cost of new buildings and machinery will be $25,000.

Birmingham, Ala.—A building permit has been issued to T. C. Thompson & Co. for the construction of the Southern Bolt Works on Fourteenth Street, and Powell Avenue. The building is to cost $3000, and work thereon has been commenced.

Niagara Falls, N. Y.—The Carborundum Co. propose erecting a three-story brick building, 50 by 228 feet, which they propose using as a factory for spreading carborundum on cloth and paper.

North Chicago, Ill.—The Chicago Hardware Co.'s foundry has been enlarged, adding one-third to its capacity.

Springfield, Ohio.—The Springfield Machine Tool Co. has begun work on a new machine shop, 60x200 feet, the addition being necessitated by an increasing business. The company is three months behind orders.

St. Louis, Mo.—The St. Louis Screw Co. have filed a notice of an increase in their capital stock from $30,000 to $60,000.

Vincennes, Ind. — The Hartman Plow Works have decided to immediately put up a $5000 building on their addition near the Union Depot, and shareholders owning lots are to erect on each one a cottage for the use of employes.

Waterville, Conn. — The new building which the Waterville Cutlery Co. is erecting will have a steel roof which is being built by the Berlin Iron Bridge Co. The trusses are steel, and the covering is corrugated iron lined with patent anti-condensation fireproof lining. The building is 21 feet wide and about 100 feet long, and is to be used as a forge shop in one end, and in the other end will be located the boilers and engines.

Recent Fires.

Aurora, Ill.—D. H. Smalley & Co., manufacturers of machinery and Hardware specialties, destroyed by fire.

Connellsville, Pa.—The plant of the Slaymaker-Barry Co., manufacturers of locks and builders' Hardware, has been burned. The loss is about $100,000. The buildings were insured.

Gardner, Mass.—The factory of the Central Oil & Gas Stove Co. has been damaged by fire.

Munnsville, N. Y.—The Munnsville Plow Works have been damaged by fire. Loss, $1000; fully insured.

Phelps, N. Y.—The plow works of G. H. Parmelee have been burned to the ground, leaving only the pattern room and office. All the patterns were saved. The loss is about $2000, with no insurance.

Springfield, Mass.—Springfield Machine Screw Co., manufacturers, destroyed by fire, at a loss of $5000. Fully insured.

Miscellaneous.

Kenton, Ohio.—The directors of the Kenton Hardware Mfg. Co. have held a meeting and several new officers were elected. N. H. Colwell's resignation as superintendent was accepted, and R. H. Westerfield was appointed in his place. Asher Letson was elected president and J. H. Pfeiffer, treasurer.

La Crosse, Wis.—As the plans for the new buildings that the La Crosse Plow Co. will erect this season on North Third Street are developed, it becomes evident that the new shops are to be models of modern shop construction. For instance, the great main shop is to be 60 by 220 feet, five stories, besides a full sized basement. This, as all the other buildings, is to be of solid brick and stone masonry, the superstructure being of the finest brick made for the purpose. As to the interior construction, it will be of what is technically known as slow burning, mill construction. In the ordinary sense of the term, there will be no joists at all. The floors of five-inch planks will rest on heavy solid timbers, which will stand more fire than iron columns and girders, inasmuch as there is no expansion and bending of the timbers.

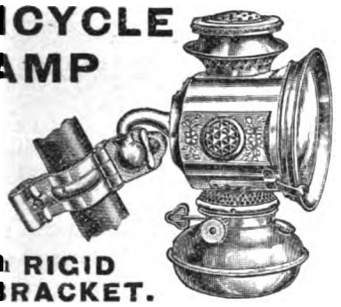
New Haven, Conn.—The Wm. Schollhorn Co., manufacturers of scissors, shears and pliers, at Wooster and Wallace Streets, have received orders for special tools to be used by the army and navy of the United States. Vice-president Frank Schollhorn said that the first order was received from the government a short time ago and others have been constantly coming in up to the present time. The orders now on hand will keep the factory busy during June, July, August and well into September.

Shortsville, N. Y.—The Empire Drill Co. intend to put out 5500 of their drills this season, besides their other implements. The Shortsville Wheel Co. shipped 20,000 wheels the past month, and still orders are coming in so that the works promise to be busy for some time. J. R. Hillman is getting many orders for his apple slicer, and if the fruit crop promises well he will have all he can do to supply the demand.

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THE BANNER

BICYCLE LAMP

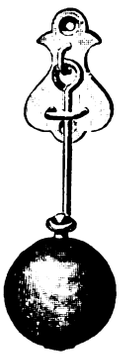


With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

No Slam.



The No-Slam Screen Door Check will prevent the slam of the screen door which so often breaks in on the summer days' quiet. The comfort that comes with the attachment of this little noise-preventer is an argument in favor of its general use. The Hardware dealer should keep it, talk about it and sell it. It is a summer necessity.



SARGENT & CO.,

New Haven, Conn. New York. Philadelphia. Boston.

TRY SOMETHING NEW.

The PLANET LEATHER



Dust Beater.

They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . Scythe Stones, Oil Stones, Razor Hones and Sharpening Stones for all purposes.

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Our Covers are the most attractive ever presented for Catalogues, Booklet, etc. The Colored Inserts used in this publication are specimens of our product. . . . .

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Send for Sample Books showing three distinct styles and over thirty different Colors.
NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U. S. A.

ALUMINUM SIGN LETTERS AND FIGURES, 7 STYLES, 36 SIZES.

Complete stock always on hand. Exclusive manufacturers and originators of the only Interchangeable Script Sign Letter. A fine line of House Numbers, Name and Door Plates, and Street Signs. Aluminum Trade Checks, Aluminum Bicycle Chain Guards, Aluminum Castings. We challenge comparison for promptness, quality, and prices. Illustrated Catalogue on application.

ALUMINUM SIGN & NOVELTY CO., 174 W. Locust St., COLUMBUS, OHIO.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE.** **MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 491-493 Broadway, NEW YORK.

WATERBURY BRASS CO.,

60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire,

PERCUSSION CAPS

OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES OF EVERY DESCRIPTION.

SEED'S Four-in-Hand Drop Forged Steel COMBINATION TOOL, Nickel Plated.

Bicyclist's Pocket Companion.



Hammer, Tack Puller, Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

JOS. H. SEED, 12 Centre St., New York, U. S. A.

GEO. F. TAYLOR'S SONS,

80 Pine Street, New York.

FERTILIZER CHEMICALS and MATERIALS;

ALSO

BONE BLACK

For Tempering, Coloring and Filtering Purposes.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

A. CHIPMAN, Treas. THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

Well Worth It.

I. B. Bolles, Wareham, Mass. [*Hardware and Farming tools*]: Enclosed find check for $1 for HARDWARE for the year 1897. We think it is well worth it. . . . .

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Albany, N. Y.—Hulbert Bros. & Co., of New York City, dealers in sporting goods, have been incorporated. Capital stock, $10,000. The directors are: C. H. Fontague, Clifton, N. J.; C. P. Bellchambers, William A. Hulbert, Milan H. Hulbert and Franklin Eddowes, of New York.

Augusta, Me.—The Kendall Rubber Tire Co. has been incorporated by Albert F. Farrell, W. G. Kendall and others; to manufacture rubber tires for vehicles. Capital stock, $350,000.

Batavia, N. Y.—W. L. Grimes.

Beaver Falls, Pa.—The McCool Tube Co., with a capital of $300,000, has been admitted to do business in Illinois, with a business capital of $2500.

Brookline, Mass.—Chas. L. Razoux.

Cold Spring, N. Y.—Benj. Nichols.

Denver, Colo.—James W. Kuykendall Mfg. Co. have been incorporated to make and sell bicycle bells. Incorporators: Nelson L. Drew, Newton B. Morse and James W. Kuykendall. Capital, $200,000.

Detroit, Mich.—The Wheel Trueing Brake Shoe Co. has been incorporated, with a capital stock of $60,000.

Elmira, N. Y.—Elmira Bicycle Rack Co. has been incorporated by George McCann, Richard H. Thurston, Samuel J. Hall, J. Scott Baldwin and Fred. LeValley. Capital stock, $6000.

Excelsior, Minn.—Will. Peters has opened a bicycle repair shop.

Hanover, N. H.—F. E. Cudworth.

Inkster, N. D.—V. E. Bemis has moved into the new bicycle store which has just been erected.

Madison, N. Y.—W. Scott Curtiss.

Marshalltown, Iowa.—E. E. Harlan.

Monticello, Minn.—W. J. Thompson has opened a bicycle repair shop.

Nelson, Minn.—G. E. Iverson has opened a bicycle store.

Newark, N. J.—The Automatic Bicycle Safety Rack Co. have been incorporated. Capital stock, $300,000. Its principal office will be in East Orange. The incorporators are: Henry Clark Johnson and M. C. Calhoun, New York City, and William C. Glass, of Jersey City.

New York, N. Y.—Calcium King Lamp Co. Capital, $150,000. Directors: George H. Clowes, John T. Blacknall, F. P. Fisher and Charles N. Morgan.

New York, N. Y.—Carriage & Wheelmen's Repair Association. Incorporated to give riders protection in case of accident. Officers: W. W. Ruggles, president; Frank Eveland, vice-president; John March, secretary and treasurer. Directors: F. L. C. Martin, Alex Schwalbach, Frank Eveland, Arthur N. Jervis, Oliver R. Charlick and H. F. Torrey.

Pittsburg, Pa.—The Hensel Mfg. Co. has been incorporated to manufacture an anti-puncture shield for rubber tires. Capital, $2400. Directors: A. P. Kirtland, H. D. McCutcheon, J. Gianini and A. Marshall, Pittsburg; G. S. Lewis, Crafton.

Plymouth, Iowa.—P. W. Carmany.

Salina, Kan.—Law & McHaffie.

Villisica, Iowa.—A. J. Jackson.

Washington, D. C.—G. Fred. Isell.

Washington, D. C.—R. C. Stevens & Co., bicycles and bicycle sundries, have opened a store at No. 1110 F Street, N. W.

Changes and Removals.

Columbia, S. C.—Preston L. Melton Co., bicycles, reported sold to Linneus S. Tompkins & Co.

Galesburg, Ill.—F. R. Gadd, bicycles, etc., moved to Peoria.

Galveston, Tex.—Murray & Mabry, bicycles, etc., reported to have sold out.

Hamburg, Pa.—The Wilhelm Bicycle Works, recently destroyed by fire, will be rebuilt by the Board of Trade.

Houston, Tex.—Bering Cortes Hardware Co. succeeds C. L. & Theo. Bering.

Marion, Ind.—Halladay & Rubey have added Hardware.

Montreal, Can.—The Warwick Cycle Mfg. Co. have dissolved.

New Milford, Conn.—Frank E. Soule, bicycles, succeeded by P. M. Cassidy.

New York, N. Y.—Hulbert Bros. & Co., dealers in athletic goods, bicycles, sundries, etc., West Twenty-third Street, have removed to No. 236 Fifth Avenue, corner of Twenty-seventh Street.

Philadelphia, Pa.—Stevens & Phoenix, bicycles, reported to have dissolved partnership. Each continues.

Springfield, Mass.—James Duckworth has purchased site for a factory on Waltham Avenue. He will erect a new three-story factory, and will occupy same with his bicycle chain manufacturing business just as soon as it can be made ready. He will increase his business by the manufacture of bicycle parts in general.

St. Johnsbury, Vt.—W. Coggins, sold out to D. Stiles and Ed. Cramer, who will continue.

Toledo, Ohio.—Ott & Hemley will remove to larger quarters at the close of the season, and raise their output to 6000 wheels for 1899.

Washington, D. C.—John J. King, sold out.

Recent Embarrassments.

Boston, Mass.—Frank W. Brigham, bicycles, etc., reported to have made an assignment.

Boston, Mass.—The Elastic Tip Co., No. 370 Atlantic Avenue, cycle supplies, have made an assignment. The cause of the assignment was several large failures of debtors of the company.

Chicago, Ill.—Dodson Mfg. Co., bicycles, reported to have appointed a receiver.

Chicago, Ill.—Hector Mfg. Co., bicycles reported to have made an assignment.

East Worcester, Mass.—The Speirs Bicycle Mfg. Co. have made an assignment. The liabilities of the company amount to $140,000.

New York, N. Y.—Rosenberg Bros. & Co., manufacturers of bicycle grips, reported to have made an assignment.

Paris, Ont.—Young Bros., bicycles, have assigned.

Seneca Falls, N. Y.—The Davis & Stevens Mfg. Co., manufacturers of bicycle supplies, have made an assignment to Edward L. Bowell.

Worcester, Mass.—The Rawson Co., bicycle makers, have made an assignment to David J. Lord and Charles B. Southard.

Recent Fires.

Ozone Park, N. Y.—The bicycle repair shop of O. W. Shevalier has been damaged by fire. Loss, $300. Insured.

Rochester, N. Y.—Shaw, From & Co.'s bicycle store, No. 247 North Street, has been destroyed by fire. Loss, $1500, covered by insurance.

West Superior, Wis.—Hunte's bicycle store, damaged by fire at a loss of $6000; insured for $3000.

Miscellaneous.

Boston, Mass.—Arthur M. Little, of the embarrassed E. Howard Watch & Clock Co., does not believe the concern's creditors will lose a dollar. He expects a reorganization on a safe and substantial foundation. Meanwhile, business, he says, will continue as usual, and any and all orders be accepted and promptly executed.

Buffalo, N. Y.—William C. Boak, dealer in bicycle sundries, who has made a general assignment recently, will continue in business. A meeting of the creditors has been held to decide what course to pursue. The condition of Mr. Boak's affairs was discussed, and it was stated that the liabilities amounted to about $79,000 and the assets $75,000.

Hartford, Conn.—Charles G. Huntington, late editorial writer for the *American Cyclist*, has accepted a responsible position in the advertising department of the Pope Mfg. Co. Mr. Huntington has long been recognized as one writing with authority on wheel topics, his work having been widely quoted at home and abroad.

Indianapolis, Ind.—The Western Rubber Co. has been organized to take over the rubber department of the Indiana Bicycle Co., makers of Waverley bicycles. The new company will make an extensive line of tires.

Toledo, Ohio.—The Lozier Mfg. Co., manufacturers of Cleveland bicycles, have agreed with the American Federation of Labor to employ no girls in their factories after this season, which it is stated will end July 1st. The agreement affects factories in Toledo, Toronto, Can., Westfield, Mass., and Thompsonville, Conn. Last year girls were employed by this company, displacing men in operating tools making bicycle parts.

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL...

Rings While Button is Pressed.

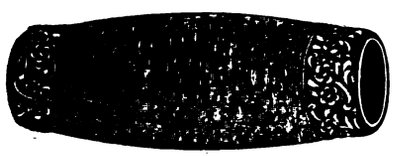
LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK



THE CODLING MFG. CO.,

BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

COVERT MFG. CO.,

West Troy, N. Y.



Harness Snaps, Chain Rope and Web Goods. etc.



For sale by Jobbers at manufacturers' prices.

302 Derby Bit Snap.

The ST. LOUIS WASHING MACHINE

Guaranteed Satisfactory.

FREE FROM EVERY OBJECTION.

With points of excellence found in no other Washing Machine on the market.



Acknowledged to be the only Perfect Washing Machine on the Market. A HOUSEHOLD NECESSITY.

NO HOME SHOULD BE WITHOUT IT.

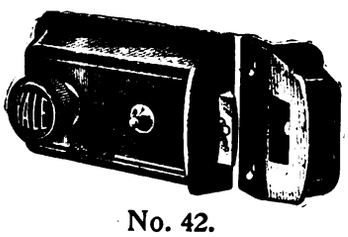
New York Office, 168 Chambers St.

MANUFACTURED BY THE

ANTHONY WAYNE MFG. CO.,

Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.

Y&T



CUTS ONE THIRD SIZE.



No. 42.

The case, 2⅜ × 3½ inches, is of iron, old copper finish, and the cylinder, bolt and knob of polished bronze. It is adapted to doors of either hand and of any thickness.

The Yale Rim Night Latch

was at once accepted, when first introduced in 1867, as the best and most secure lock on the market; it is now admittedly the standard of excellence not only in America but throughout the world; it has many would-be competitors, but in its latest form, and with the PARACENTRIC KEY, it has no equal and easily outranks all other night latches in security and popularity.

A supply of folders descriptive of this lock and our less expensive lock of the same type (the No. 22), will be furnished to our Trade Customers on request. The name and address of this Company will not appear on them.

The Yale and Towne Manufacturing Company.

GENERAL OFFICES:

9-11-13 Murray Street, NEW YORK.

CORBIN BELLS

THE BEST

BRISTOL BELL CO.

BRISTOL, CONN., U.S.A.

NEW CUSTOMERS? Yes, and increases your sales in other lines—



"DUBLEOOK" BICYCLE HANGER

Hangs wheels off the tires—that preserves them—and is the very best and most convenient thing out for cleaning. No stooping; all parts free. Nickeled, with screws and rubbers, post-paid, all dealers carry it... **50c.**

Graham-Woodward Equip't Co.,

26 Cortlandt St., New York.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

BE... ACCURATE.

The Best Micrometer Caliper in the World and Sold at the Lowest Price. . . .



Why use expensive, inaccurate wire or sheet metal gauges when you can have Micrometer Calipers at the same price? **The Lightest Micrometer, only 1¾ oz.** We want all live dealers to sell them. Write for catalog.

J. T. Slocomb & Co.,

Providence, R. I.

Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS.

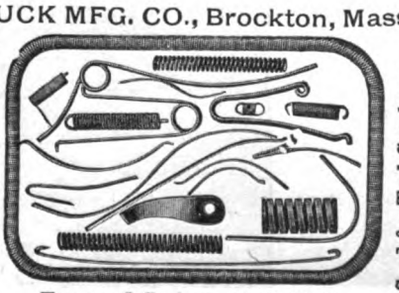
Representing Leading Manufacturers.

(Accounts Solicited.)

304 Magazine St., New Orleans, La.

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

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TROJAN BOX STRAP

Something New, Bright and Clean. Free from a Wire Edge.

Continuous Strip 300 feet. **NO RIVETS.** *Others on the market are weaker by being riveted every eight or ten feet.*

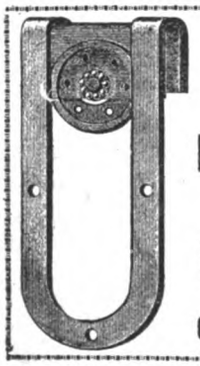


Soft Steel Strap allows a nail to be driven anywhere. Made in such a manner that the Bosses protect the heads of nails.
Packed in cases of 20 coils of 300 feet each, on individual hangers or one iron floor stand gratis. ½, ⅜, ¾, and 1 inch in width.

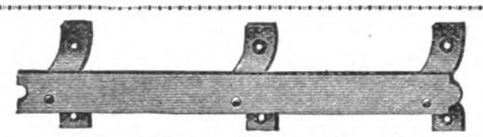
Write for Samples and Prices.

De Haven Mfg. Co.,

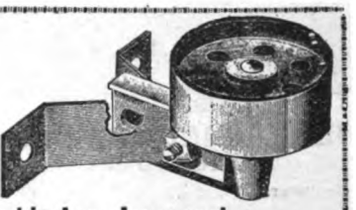
50 to 54 COLUMBIA HEIGHTS, - BROOKLYN, N. Y.



Steel Door Hangers, Nos. 0, 1 & 2.



Steel Barn Door Track.



No. 1 Stay Roller.

Malleable Iron Japanned.



No. 2, Stay Roller.

NEY MFG. CO.,

GET OUR PRICES. CANTON, OHIO.

THE **"FERRACUTE"**

PRESSES (FOOT and POWER)

DIES, AND OTHER SHEET METAL TOOLS

GET OUR ILLUSTRATED CATALOGUE. ARE BEST.

FERRACUTE MACHINE COMPANY, BRIDGETON, NEW JERSEY.



The Coburn Patent Trolley Track

Overhead Tramway

Furnished complete with straight and curved track, switches, frog brackets, single and double carriers.

SEND FOR BOOK.

The Coburn Patent Trolley Track

and Patent Rolling Ladder Systems

SEND FOR BOOK.

Over 10,000 in use in the United States. Roll suspended from ceiling or facing the shelves. . . . . .



THE COBURN TROLLEY TRACK MFG. CO., HOLYOKE, MASS.

NICKEL PLATING

LACQUERS, CYANIDE POTASH, NICKEL SALTS.

ESTAB. 1820. INCOR. 1881.

THE HANSON & VAN WINKLE Co.

OFFICE NEWARK, N.J., U.S.A. AND WORKS

NEWYORK. CHICAGO.

TRIPOLI, ROUGE, BUFFS, & C.

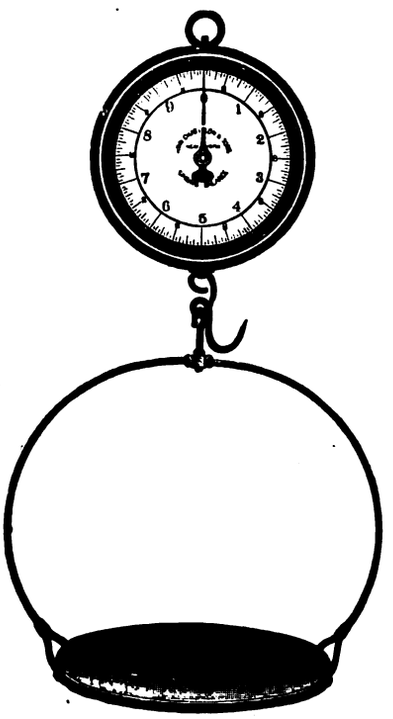
OUTFITS

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CHATILLON SPRING SCALES.

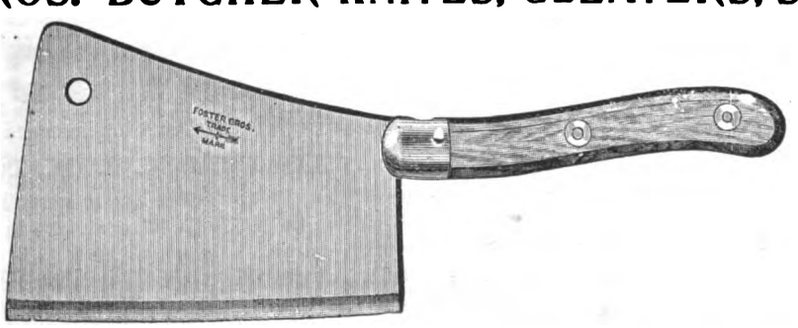
For more than **sixty years** we have carried on the business of making **Spring Scales,** and have made it OUR SPECIALTY.

All our Scales are warranted to weigh accurately and to be perfect in workmanship.



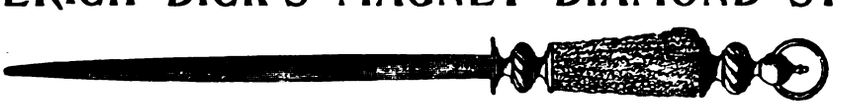
Our experience in the business, together with our unequaled facilities for manufacturing, enables us to produce a superior article, and thus to maintain the well-known reputation of **Chatillon's Spring Scales** as above that of other makes.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



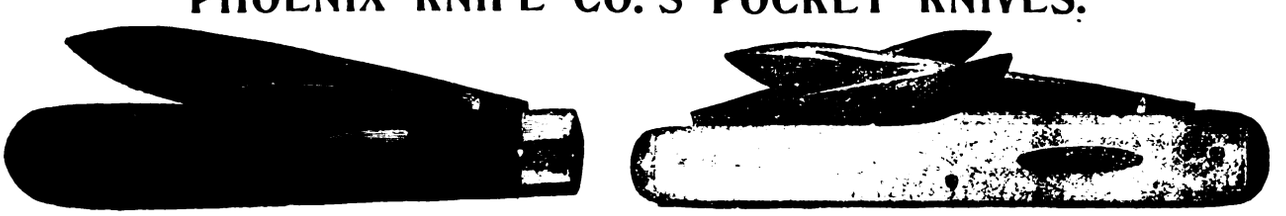
These Tools are recognized in the Markets, Packing Houses and Abbatoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE CO.'S POCKET KNIVES.



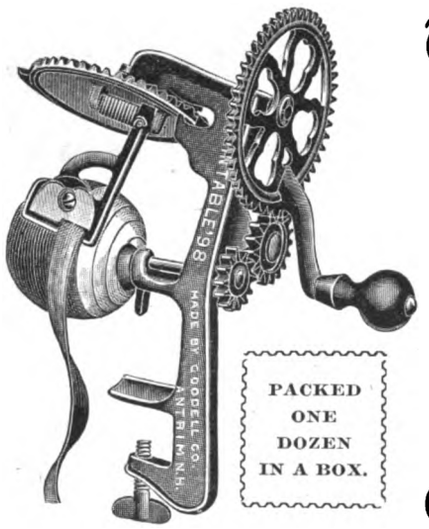
Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

JOHN CHATILLON & SONS,

ESTABLISHED 1835.

85 to 93 Cliff St. and 12 Jacob St., - - NEW YORK CITY.

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PACKED ONE DOZEN IN A BOX.

The Turn Table "'98" Apple Parer

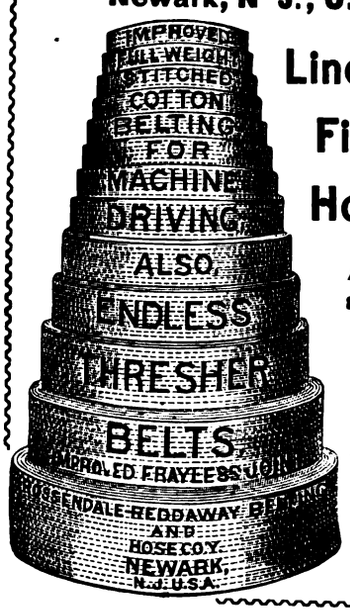
(With Push-Off).

THE latest and we believe the best Apple Parer for household use on the market. Combines the principles which made the original TURN TABLE PARER so popular with distinct new features which add materially to its effectiveness and warrant the assertion that it is superior to all others in its class.

As the cut shows it is inverted so that parings fall clear of working parts. It pares unusually close at both ends of the apple. The knife as it passes the end of the fork recedes, leaving abundant room for the hand when placing the apple on the fork. The Push-off is entirely automatic, simple but positive. It works like a charm. This machine is made in the most thorough manner and sold for a little money. Examine before purchasing any other.

GOODELL COMPANY, Antrim, N. H.

THE
ROSSENDALE - REDDAWAY BELTING & HOSE CO.,
Newark, N J., U. S. A.



Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

Liberal Discount to the Trade



Reasons Why it is the Best.

The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. **Price $1.00 each.**

MANUFACTURED BY **J. DOUGHTY & CO.,**

Pat. Jan. 11, '98. **1025 Arch St., Philadelphia, Pa.**

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

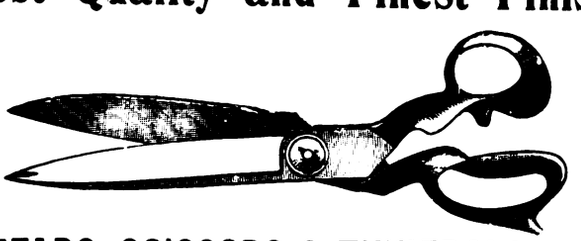
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

WHEN YOU WANT THE
Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

J. WISS & SONS, NEWARK, N. J.

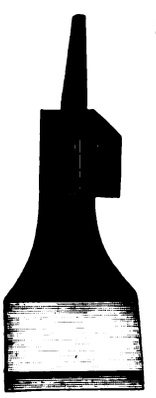
We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the **BEST** in the line, consequently the cheapest. . .

Ship Carpenters' Tools

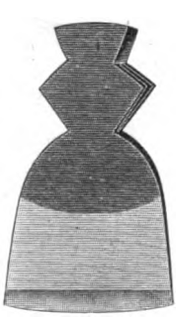
"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, Chisels,
Mauls, Gouges,
Scrapers, Slicks.

STOCK ON HAND READY FOR DELIVERY.



Ship Axe.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK

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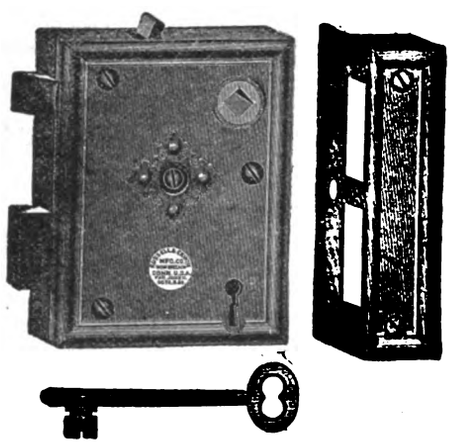
RUSSELL & ERWIN MANUFACTURING COMPANY.

MANUFACTURERS OF

HARDWARE.

WROUCHT STEEL DOOR LOCKS IN NEW OROIDE FINISH, (A GOLD COLORED PLATE.)

Wrought Steel Mortise Locks Excelling in Lightness and Strength and Novelty of Finish.

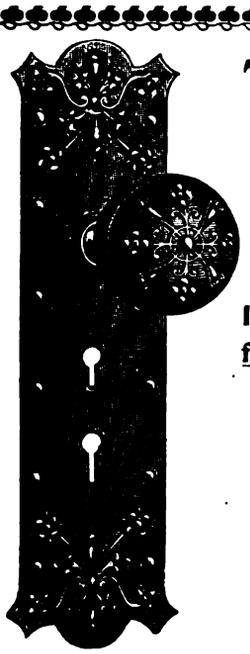


WROUGHT STEEL RIM LOCK, Nos. 3800 to 3806.

Wrought Steel Rim Locks, Excelling in Lightness and Strength and Novelty of Finish.

RUSSELL & ERWIN MANUFACTURING COMPANY,

New Britain, Conn. New York. Philadelphia. Chicago Baltimore. London.



Trilby Design

(Wrought Bronze)

In Old Copper finish is a favorite for—

Front, Vestibule,

Inside, and Sliding Door

Sets Complete.

Bell Pushes, Etc.

NORWALK LOCK CO.,

Manufacturers of **Builders' Hardware,**

Factory and General Offices,
SOUTH NORWALK, CONN.

SALESROOMS:

NEW YORK, 80 Chambers St., or 94 Chambers St., (UNDERHILL, CLINCH & CO.)
BOSTON, 200 Franklin St. (CHAS. A. CUNNINGHAM.)
CHICAGO, 36 Dearborn St.
BALTIMORE, 32 Hopkins Place. (HENRY KEIDEL & CO.)
PHILADELPHIA, 13 North Sixth St. (HERY A. TERRY.)



LATEST FEATURES:

"Cyco" Bearings.

Dust-proof Axle Tubes.

Anti-ravelling Collector.

Reversible Bail Spring,

And contained ONLY in the

BISSELL

THE NEWEST MODEL,

BISSELL'S AMERICAN QUEEN. . .

BISSELL CARPET SWEEPER CO.,

Grand Rapids, Mich. 103 Chambers St., New York.

Stock of all brands at New York Store.
Repair Shop at New York Store.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
... Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED—Salesmen to sell lubricating oils from samples on commission. THE EUCLID OIL CO., Cleveland, Ohio.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT," No. 3027 Poplar Avenue, Chicago, Ill.

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

A PRACTICAL builders' Hardware salesman, of eighteen years' experience, who has been connected with large jobbing and retail house, desires position in retail store in growing city. Can estimate from plans and specifications, and has knowledge of Hardware generally. Address "LOCKS," care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

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Situations Wanted.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

A YOUNG man, some experience as salesman, would like to engage with a reliable firm where he could learn the business, with view of representing them in the city and nearby trade. Chance of advancement looked for more than salary. G. H. Blanchard, No. 331 West Twenty-first Street, New York.

BICYCLE repairer and builder would like position with Hardware house handling wheels. Capable to take charge of bicycle department entirely; can handle fittings. GEO. GOULD, No. 114 Freeport Street, Dorchester, Mass.

SITUATION wanted as superintendent, assistant or general foreman of machine works or factory. Have extensive experience in managing the manufacture of general and wood-working machinery, machine tools and bicycles; well up in modern machine shop practice, designing, and draughting; successful in reducing cost and estimating. Address R. U. S., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by an elderly man as salesman in a retail Hardware store; city or country; over twenty years' experience. Reference, Peter Duryee & Co., New York City. JOHN BARRETT, Hudson Boulevard, West Hoboken, N. J.

Side Line Wanted.

WANTED, by established company with necessary capital, control of good selling specialties in Hardware, house-furnishing, metal and kindred lines, for specified territory. This is an exceptional opportunity for manufacturers to establish good connection. Address "EXPANDED," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman wishes to add good selling line for Hardware, paint, cycle or general store trade. References; state particulars, and address "36," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—First-class Hardware specialty salesman to handle shears with patent lock bolt and nut to the trade as a side line. Address T. BERRIDGE & SON, Sturgis, Mich.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No. 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - - $3.50

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WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

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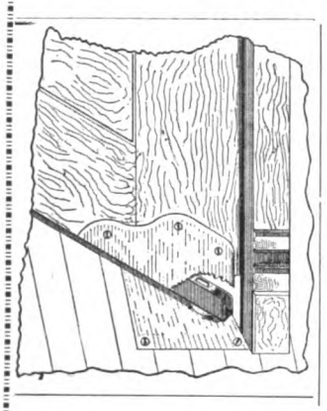
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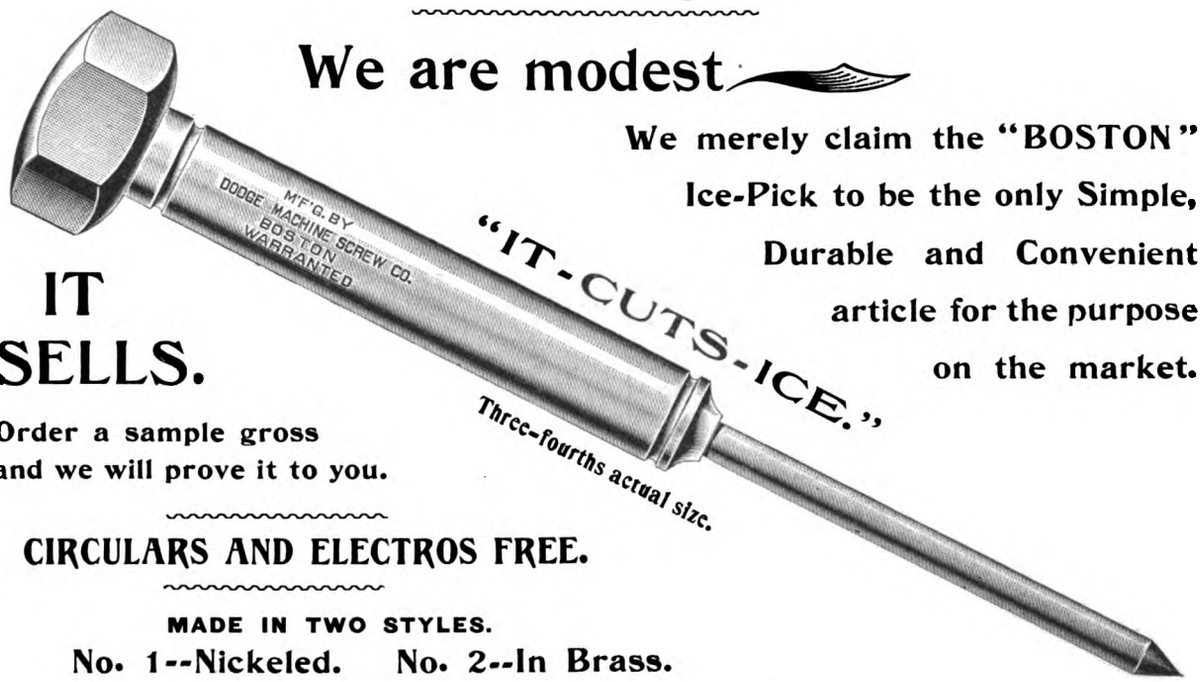
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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&12½%
Railroad.....

Ammunition—

CAPS, PERCUSSION—⅌ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....85 @ 87c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.35&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 ⅌
Blank Cartridges, 32 cal.....$3.50 ⅌
Primed Shells and Bull'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&2½@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—⅌ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c.
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—
Drop Shot, sizes smaller than B, 25-⅌ bags ⅌ bag.....$1.22
Drop Shot, sizes smaller than B, 5-⅌ bags, ⅌ bag.....$ .30
Drop Shot, B and larger sizes, 25-⅌ bags, ⅌ bag.....$1.47
Drop Shot, B and larger sizes, 5-⅌ bags, ⅌ bag.....$ .35
Buck Shot, 25-⅌ bags, ⅌ bag....$1.47
Buck Shot, 5-⅌ bags, ⅌ bag....$ .35
Chilled Shot, 25-⅌ bags, ⅌ bag..$1.50
Chilled Shot, 5-⅌ bags ⅌ bag..$ .35
Dust Shot, 25-⅌ bags, ⅌ bag....$2.00
Dust Shot, 5-⅌ bags, ⅌ bag ....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1⅌ each ..... .75
Orange Duc'king, Nos. 1, 2, 3, 4, 5, in canisters of 1⅌ each ..... .45
Orange Duck, Extra," F, FF, FFF, in canisters of 1⅌ each..... .25
F. FF, FFF, in canisters of ½⅌ each..... .15
F. FF, FFF, in canisters of ¼⅌ each..... .13

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25⅌ each..... 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½⅌ each..... 4.25
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Orange Special, Nos. 1 and 2, in kegs of 25⅌ each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½⅌ each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼⅌ each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25⅌ each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼⅌ each..... 1.25
Meal Powder, In kegs of 25⅌ each..... 4 00
[5 or 1000 ⅌ lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25⅌ each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25⅌ each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25⅌ each 1.50
Fourth of July Powder, In kegs of 25⅌ each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ⅌ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ⅌ each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ⅌ each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ⅌ each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ⅌ each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ⅌ each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ⅌ each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ⅌.....$8.00
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Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ⅌..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ⅌..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ⅌..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ⅌..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ⅌..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ⅌..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ⅌..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ⅌..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ⅌..... 1.50
Mealed Powder, in Kegs, 25⅌. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ⅌..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ⅌..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ⅌..... 1.50
Du Pont Sporting Powder, for lots 1000 ⅌ 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25⅌ Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ ⅌ Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼⅌ Black Powder..... 5.75
Canisters, equal in bulk to 1⅌ Black Powder..... 1.00
Discounts on application.

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TARGETS AND TRAPS, INANIMATE—
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Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

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Camp's Success.....⅌ doz. $3.80
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Hartman's Pivot.....⅌ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....⅌ doz. $3.25
Western.....⅌ doz. $3.75

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Burton's, No. 2....⅌ doz. pairs. .75
Burton's, with bolt holder, No. 1.....⅌ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....⅌ gro. $5.60
Perfect, No 2 .....⅌ gro. $7.00
Bolt Holder, No. 1.....⅌ gro. $9.00

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American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ⅌ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Cincinnati Tool Co.:
Brace twist drills for metals. 50&5@50&10%
Brace twist drills for wood. 40&5@40&10%
Screw and plug.....25&10&10%
Cleveland Wood Bits for Brace, Style A, No. 114.....50&5%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 20.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip.....40%
No. M Extension Lip pattern car bit.....40%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $34.00. 25%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

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C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
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Swan's.....40@40&10%

GIMLET BITS—
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Double Cut, Shepardson's.45&10@ 50&10%
Double Cut, Common, ⅌ gro. $2.75 @$3.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ladds'.....70%
C. E. Jenning & Co.:
Double Cut.....50%
German.....50%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood 40%
W. & B. Diamond.60&10@60&10&10%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&10@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10&
New Process.....60&10@70%
Standard .....60&10@70%
Syracuse.....60&10@7 %
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....80&10@40%
Watrous'.....40%

Awls—

Handled Brad, ⅌ gr.....$3 00@$3.25
H'ld Scratch ⅌ gr.....$3.50@$4.00
Pat. Peg ⅌ gr.....33@35c
Sewing, Com.....⅌ gro., 85c@$1.00
Should. Peg ⅌ gr.....$1.35@$1.45
Shouldered Brad. ⅌ gr...$1.50@$1.65
Socket Scratch ⅌ doz....$1.00@$1.10
Stanley Rule & Level
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $13; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ⅌ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—

First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ⅌ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peek's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%

Balances—

Chatillon's:
No. 2000 20 30
⅌ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24⅌.....⅌ doz. 80c net.
Ice.....50&10%
Straight Spring balances.60&10@60%

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....60&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....1f@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair $7.00

Bit Holders—

Angular.....40&5@4 &10%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives' ₱ doz. $20.00.60&10@60&10&5%

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00....50&10&2%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhams Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.06
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9 00
Zimmerman's.....50&10%

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@60&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50
Snell's, Rice's Pat.	2.50	2.75

15&10%

Bow Pins—

1¼ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10&10%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Bung Hole Borers—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@10%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Can Openers—

American.....₱ gross $1.75@$1.90
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@2.25
Sardine Scissors...₱ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₱ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.75@80
Cast Steel, Polished.....₱ doz. $2.25
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Crystal	Cyco-Bearings	₱ doz. $36.00
Gold Medal		₱ doz. $24.00
Grand		₱ doz. $36.00
Grand Rapids		₱ doz. $22.00
Hall		₱ doz. $60.00
Prize		₱ doz. $24.00
Premier		₱ doz. $24.00
Superior		₱ doz. $24.00
Welcome		₱ doz $24 00

Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 6 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz net.....$12.00
"Sovereign," Jap. ₱ doz. net $17.00
"Sovereign," Nic ₱ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$20.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom-Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24 00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Casters—

Bed.....62½@70%
Bracket Bed.....60@65&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....6 @5 &10%
Martin's Patent (Phoenix).60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, Ass'n cask prices.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.50	4.10	3.10	2.75	2.70	2.50	2.35	2.25

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₱ doz. $4.00

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 75&10&5% @60&5%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to 2
Cold Chisels, good quality, ₱ lb 14c@16c
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to 2
Tanged Firmers'.....40&10@50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET—

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz. $7.20 net
Mascott.....₱ doz. $8.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₱ doz $10.00
Williamson's.....40%

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Corn Hooks—

Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's....10%
Wadsworth's....25@25&10%

Counter Sinks—

Adjustable....30%
Countersink Bits....40&10%
Shepardson's Diamond....40@45%
Smith's....25%
Wheeler's Patent....40%

Crayons—

Sargent's List....30%
Dixon's
Eclipse....₩ gro. $2.75
Emerald....₩ gro. 5.00
Oriole....₩ gro. 5.00
Rainbow....₩ gro. 2.81
Solid....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96....25&10%
New York Stamping Co. List, Sept. 17, '97....25@25&10%
Perfect....25&10%
Rubber, ₩ doz. $7.50....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's....33⅓&5%

Diggers—

See Post Hole, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass....40%
Embossed....30&10%
Leather....40%
Union Hardware Co. New List, 50&50&10%

Door Checks—

Bardsley's....33⅓@40%
Eclipse....60@60&10%
Norton....40@50%
Unity F. G....50%

Door Openers, Electric—

Electric Door Opener, complete, $9 50&10%
Tharter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95....25%
Norton....10@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.20@1.35
Victor, Coil....60&10@60&10&5%
Warner's....55@55&10%

Drawer Pulls—

Sargent's List....60%

Drawing Knives—

Adjustable Handle....25@25&10%
Bradley's....25%
Douglass....75@75&10%
Jennings & Griffin....75&5%
Merrill & Wilder....60&10%
Miy....75&10&5@80&5%
Ohio Tool Co....75&10&5@80&5%
P. S. & W....75&10&5@80&5%
Witherby....75&10&5@80&5%
Watrous....30&10@40%
L. & L. J. White....30&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'....each $1.75
Breast, Bartholomew's No. 12, ₩ doz....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P S & W....40&5%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's....35%
Ratchet, Merrill's....30@30&5%
Ratchet, Moore's Triple Act..25@30%
Ratchet, Parker's....40%
Ratchet, Whitney's....20&10%
Ratchet, Weston's....20@25%
Stearns' Bench....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size ...₩ doz. $2.00
Paine, Dieal & Co.'s Keystone .33⅓%
Spiral....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5....₩ gro. $5.00
Dover, No. 10....₩ gro. $6.00
Dover, Steel Handle No. 10, ₩ gro....$6.00
Dover, Extra Heavy, No. 15, ₩ gro....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators....$1.50 ₩ drop.
Batteries, Leclanche....60c. each.
Batteries, Carbon....60c. each.
Batteries, Medical....$8.50 each.
Batteries, Dry....50c. each.
Bells, Electric, 2½....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....80c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries....$1.00 each.
Hydrometers....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac....18c. ₩ lb.
Switches, 1 pt....20c. each.
Switches, 2 pt....24c. each.
Switches, 3 pt....28c. each.
Spark Coils, 8 pt....$2.00 each.
Spark Coils, 10 pt....$2.40 each.
Spark Coils, 12 pt....$3.80 each.
Tape, Insulating....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain....75c ₩ doz.
Wire Winders....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche....40c. each.
Discount 50%

Emery—

	No. 4 to No. 54 to 46 gr.	180 gr.	Flour, CF FF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4½c	5½c	8½c
¼ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro....$4.50
No. 6, ₩ gro....$7.20

Escutcheons—

Brass Thread....60@60&10%
Wood....35%

Escutcheon Pins—

Brass....70@70&10%
Iron....60@60&5%

Farriers Knives—

"Challenge"....₩ doz. $3.00
Popes....₩ doz. $3.00
Wilkinson's....₩ doz. $3.00

Faucets—

Brass Globe Cocks....60&10@70%
Brass Racking....60&10@70%
Burnside's Red Cedar....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball....25%
Frary's Pat. Petroleum...60&10@70%
John Sommer's "Peerless," Tin Key....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key....50&10%
John Sommer's "Duplex," Metal Key....60%
John Sommer's "Buckeye," Metal Key....40%
John Sommer's "Rochester," Metal Key....50%
John Sommer's "Rival," Metal Key....50%
John Sommer's "Crescent," Metal Key....70&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined....50%
John Sommer's "Reliable," Cork Lined....50&10%
John Sommer's "Common," Cork Lined....70%
John Sommer's "O. K.," Cork Lined....50%
John Sommer's "Chicago," Cork Lined....40%
John Sommer's "Perfection," Cedar....40%
John Sommer's "No Brand" Cedar....50&10%
Star....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00....40%
Lane's ₩ doz. $36.00....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American....70&10@75%
Arcade....70%
Derby....75&10%
Disston's....75%
Economy....75&10%
Great Western....70&10@75%
Kearney & Foot....70&10@75%
Nicholson....70%
Nicholson's X. F. Files...70@70&10%
Royal....75%
Second Quality Files....80&10%
Tiger....75%
Troy File Works:
Files....70&10%
Rasps....70%
Victor....75&10%

IMPORTED—

Stubs....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 — No. 2, $2.50 — No. 3, $1.50 — No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base)....10%

Fish Scalers—

Covert's Saddlery Works:
Great American....60&20%
Fitch's....25&10%

Fluting Scissors—

List....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 5 tines...70&10%
Columbia, Hay....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&2%
Columbia, Spading....75&5&2%
Iowa Farming Tool Co.:
Barley....70&15%
Victor, Hay....70&12½%
Victor, Manure, 4 tines....70&12½%
Victor, Manure, 6 tines....70&20%

Freezers, Ice Cream—

Blizzard....net
Gem....net
Granite State....net
Improved Arctic....net
Keystone, P. D. & Co....20%
Ohio....60&10%
Packer's:
Confectioner's Machine....net
Double Action Standard....net
Good Luck....net
Standard....net
Shepard's Lightning....net
White Mountain....net

Fruit, Wine and Jelly Presses.

Enterprise....30%

Fry Pans—

Acme Fry Pans....70&10%
Polished, regular goods...75@75&10%
Standard List....75&10@80%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 100 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$3.90
Single Taped Fuse ...₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem....₩ doz. $2.50
In lots of 3 doz....₩ doz. $2.25

Gauges—

Bemis & Call's Steel....50%
Boss, Screw Pitch....33⅓%
Clapboard....25&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's....60&10%
Stanley's Chisel....25&10%
Starrett's Surface, Center and Scratch....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill....20%
Wire, Morse's....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head....55%
Nail Gimlets:
Assorted 1, 2 and 3....₩ gr. $1.50
Assorted 2 and 3....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3....₩ gr. $3.00
Assorted 2 and 3....₩ gr. $3.25
Wood head....50&10%

Glue—

Dodd's Liquid Glue....25&25&10%
Le Pages Liquid....25&25&10%

Glue Pots—

Enameled....40&10@50%
Tinned....40&10@50%

Graters—

Champion Nutmeg....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise....25%
Rotary Nutmeg....₩ gro. $9.00

Grindstone Fixtures—

Stowell....55&10%
P., S. & W. Co....50&10&10%
Russell & Erwin....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Hafts—

Britton's....₩ doz. $6.50

Halters—

Covert Mfg. Co....45&2%
Covert's Saddlery Works:
'96 List....60&20%

Hammers—

HANDLED HAMMERS—

Atha Tool Co....50&10@60%
Henry Cheney Hammer Co.
Handled Claw....40&10%
Machinists'....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley....50@50&10%
Dunlap's Patent....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75....40&10%
Maydole's....33⅓&5@40&5&5%
Peck, Stow & Wilcox....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail....40&12½%
Other Brands....50%
Sargent's New List....45@50%
Verree....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb....₩ lb 35c — 80@80&10%
Over 5 lb....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%
Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—

Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00

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Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc ..... 50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%

Hangers—

Barn Door, old pattern ..... 60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00 ..... 50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door 50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00 ..... 70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@60&20%
Davis Parlor Door ..... 50@50&5%
Duplex (Wood Track) ..... 60&10&5%
Kidder's ..... 50@50&10%
Lanes Barn Door:
Barn Door, Standard ..... 60&10%
Covered ..... 60&10%
No. 50 ..... 60&5%
New Model ..... 40&10%
Parlor, Standard ..... 40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge ..... 50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger ..... 60&10%
Climax ..... 55&5%
Interstate ..... 60&15%
Magic ..... 50&10%
Matchless Covered ..... 60&10%
Nansen, Roller Bearing ..... 60&10%
Parlor Door ..... 50&10%
Wild West ..... 60&5%
Zenith, for Wood Track ..... 55&5%
Baggage Car Door ..... 33⅓&5%
Elevator 40%
Railroad ..... 55&5%
Street Car Door ..... 60&10%
Terry Ideal ..... 60&10@60&10&10%
Terry's Modern ..... 60&10@60&10&10%
Terry's Modern, Covered 60%
Terry's Safety ..... 60&5%
Terry's Solid ..... 60&10&10&5%
Terry's Wrought ..... 60&10&10%
Universal Anti-Friction 40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat ..... 20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz ..... 40&10%
Wrought ..... 85&10&5@90%
Wrought, Stanley ..... 85& 85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point 50%
Auburn Straw 40%
Lightning, from jobbers $6.00
Wadsworth's ..... 40&5@40&5&7½%

Hedge Shears—

Wm. Wilkinson & Sons 50%

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T. 75@75&5%
Rolled Blind Hinges Nos. 32 and 34 50&10@50&10&5%
Rolled Plate ..... 70&10@70&10&5%
Rolled Raised ..... 70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D. 2½c; 14 to 20 in., ₩ D. 2½c; 22 to 36 in., ₩ D. 2 c

STRAP AND T HINGES—

Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10&10%
Light T Hinges ..... 70@70&10%
Heavy T Hinges ..... 75&5@75&10&5%
Extra Heavy T Hinges. 80@80&10%
Long Chest Hinges. 60&10@60&10&10%
Hinge Hasps ..... 60&10@60&10&10%
Crate Hasps ..... 60&10@60&10&10%
Crate Hinges ..... 75&10&5%

SPRING HINGES—

Bommer's 40%
Bardsley's Patent Checking 15%
Chicago 30%
Champion 60%
Keil's American 30%
Matchless, Double Acting 25%
New Idea, No. 1, ₩ gro. $7.50
New Idea, No. 2, ₩ gro. $18.00
Rex ..... ₩ gr. $13.00
Royal Japanned 66⅔%
Rubber 66⅔%
Sargent's List 1894:
Bronze Metal ..... 75&10%
Japanned Surface, Single. 70&10%
Japanned Surface, Double. 60&10%
Mortise 55%
Model ..... 70@70&10&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double 70%
Vigilant ..... 50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894 ..... 20%
Union Mfg. Co. 25%
Van Wagoner & Williams Hdw. Co.:
Acme ..... 30&5%
American 30%
Columbia, No. 14 ..... ₩ gro. $8.00
Columbia, No. 18 ..... ₩ g o. $24.00
Crown 30%
Gem 30%
Knoxall ..... ₩ gro. $9.00
Oxford 30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—

Automatic ..... ₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3 ..... 70@70&10&5%
N. E. ₩ doz $7.80 ..... 60@60&10%
N. E. Reversible ..... ₩ doz $5.60 60@60&10%
N. Y. State. ₩ doz $4.90. .60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10&5%
Western, ₩ doz $4.20. .60@60&10&5%

BLIND HINGES—

Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 60&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 60&10%
Nos. 40 and 50 ..... 60%
Huffer ..... 50&10@50&10&10%
Parker ..... 75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter ..... 60&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5 ..... 60&10&5%
Champion Gravity Locking, No. 75 ..... 60&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 60&10%
Tip Pattern, Nos. 1, 3 and 5, 60&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103 ..... 60%
Niagara Gravity Locking, Nos 1, 3 and 5 ..... 60&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter ..... 80&10&5%
Pioneer, Nos. 000, 45 and 5½ ..... 75&5%
Steam Boat Gravity Locking, No. 10 ..... 80&10&5%
Stenger's Noiseless 75%
Mortise Gravity 50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30 ..... 40&10%

Hitching Cords—

Covert Mfg. Co. 45%

Hoes—

HANDLED—

Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy. ₩ doz. $4 50 net
Cotton ..... 80&10%
Dunlap's Boys', Ladies', Toy 30%
Garden 30%
Ladies' and Boys' ..... 30&5%
Mortar ..... 75&25%
Iowa Crucible Socket ..... 75&20%
Magic ..... ₩ doz $4.00
Matrock Hoe ..... ₩ doz. $3.75 net
Planter's ..... 30&15%
Texas Cut-Easy ..... ₩ doz. $4.25 net
Warren Hoe ..... 60&10%
Weeding ..... 75&10%

EYE—

American Axe & Tool Co. 70%
Grub ..... 75@75&10%
Lane's:
Crescent Planters Pat. ..... 45&5%
Razor Blade, Scovil Pat. ..... 30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil ..... 30@30%

Hog Rings and Ringers—

Hill's:
Rings ..... ₩ gr. boxes. $3.00@3.25
Ringers ..... ₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings ..... ₩ gro. $7.00@$7.50
Perfect Ringers ..... ₩ doz. 80c

Hollow Ware—

IRON—

Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware ..... 40&10%
Peerless Enameled-Ware. 70&10%
Crystal Steel-Ware ..... 50&10%
Blue and White-Ware ..... 10&10%
White-Ware ..... 25&10%

STOVE HOLLOW-WARE:—

Ground ..... 60&10&10@70%
Unground ..... 70&5@75%

WHITE ENAMELED-WARE:—

Boilers and Saucepans. 62½@65%
Maslin Kettles. 75&5@75&10&5%
Tinned Boilers and Saucepans. 60&5@60&10%

SILVER-PLATED—

4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co. ..... 40&5%
Reed & Barton ..... 40&5%
Rogers & Brother ..... 40&5%
Simpson, Hall, Miller & Co. ..... 40&5%
William Rogers Mfg. Co. ..... 40&10%

Hooks—

BUSH—

Jennings & Griffin's ..... 40&10%
Light ₩ doz. $5.60: Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—

Bird Cage, Sargent's list. 60&10&10%
Bird Cage, Reading ..... 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list ..... 50&10%
Chandelier 70%
Clothes Line, Sargent's list. 50&10%
Coat and Hat, Sargent's list. 50&10%
Coat and Hat, Reading ..... 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list. 50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Wardrobe 55%

WROUGHT IRON—

Cotton ..... ₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works 30%
Hammock Hooks, E. C. Stearns, ₩ doz 60c
Picture, T. & S. Mfg. Co. 75%
Tassel, T. & S. Mfg. Co ..... 50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 33⅓%

WIRE—

Atlas Coat and Hat ..... 50&10%
Belt ..... 30&10%
Handy Coat and Hat 70%
Steady Ceiling 70%
Wire Coat and Hat, Acme. 60&10%
Wire Coat and Hat, Gem 70%
Wire Coat and Hat, Standard. 45%

MISCELLANEOUS—

Covert's Saddlery Works:
Self-Locking Gate and Door Hooks ..... 60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass ..... 70&10%
Hooks and Eyes—Mal. Iron 75%
Cotton, Box and Hay 60%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%

Horse Nails—

	Nos. 6	7	8	9	10
A. C.	25c	23c	22c	21c	21c.

40&10%
American, all sizes, 9½c ..... net
Ausable. 28c 26c 25c 24c 23c. 40&10&5%
Anchor. 23c 21c 20c 19c 18c. 40%
C. B. K. 25c 23c 22c 21c. 21c 40%
Capewell. 19c 18c 17c 16c 16c. 10&5%
Champlain. 28c 26c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 60&10&5%
Essex. 28c 26c 25c 24c 23c. 40&10@50%
Lyra. 9½c 9½c 9½c 9½c 9½c., net
Maud S. 25c 23c 22c 21c. 21c 50&10&5%
Northw't'n. 25c 23c 22c 21c 20c. 25@25&5%
Putnam. 23c 21c 20c 19c 18c. 25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan. 23c 21c 20c 19c 18c. 25%

Horse Shoes—

See Shoes.

Horse Ties—

Covert Mfg. Co. 45%

Hose, Rubber—

Boston Belting Co.:
"Boston" ..... 50&10&5%
"Imperial" ..... 30&5%
Competition ..... 75@75&10%
Extra ..... 60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick. ₩ gr $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Parker's:
Ice Box Chisel. ₩ doz. $12 00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools ..... ₩ doz. $4.00
} 25&10&5%
Sargent's Ice Awls 55%
Star ..... net

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00. .25%
No. 34 ..... ₩ doz. $15.00. 25%

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain ..... 15@20%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50. .20@25%
Butcher Knives ..... 25@25&10%
Shoe Knives ..... 25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c. 40%
Goodell's:
Bread Knives Ass'n list ..... net
Butcher ..... net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives 50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net.

Knobs—

Bardsley's Wood Door, Shutter and Base 15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. ..... $1.25@$1.50
Carriage, Jap. ..... ₩ gro. 80c, 60&10%
Door Knobs, Hemacite ..... 50&10%
Door Mineral ..... ₩ doz. 60@65c
Door Por. Jap'd ..... ₩ doz. 65@70c
Door Por. Nickel. ₩ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's ..... 50&10&10%
Picture, Sargent's ..... 70&10%
Shutter, Porcelain 70%
Yale & Towne Wood, list Dec. '95. 40%

Lace, Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace ..... ₩ ft. 18c
Cut Lacings, ¼ in, ₩ 100 ft. $1 00
Cut Lacings, 5 16 in. ₩ 100 ft. $1.25
Cut Lacings, ⅜ in, ₩ 100 ft. $1. 0
Cut Lacings, ½ in., ₩ 100 ft. $3.00
Cut Lacings, ⅝ in., ₩ 100 ft. $2.75
Cut Lacings ¾ in, ₩ 100 ft. $3.25
Discount from list, 60%

Ladles, Melting—

Monroe's Pat. ..... ₩ doz $4.00, 45%
P. S. & W. ..... 35&10@40%
Reading ..... 50&10%
Sargent's ..... 60@60&10%
Warner's 30%

Latches—

Cronk's Sliding Door 60%
Lane's Barn Door 40%

Lawn Mowers—

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Continental ..... 60&10%
Enterprise 40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. ..... 70&10%
Style A., (all steel) ..... 60&10%
Style E., Low Wheel ..... 60&10%
Style E., High Wheel ..... 70&10%
Drexel, low list 50%
Gold Coins, low list 50%
Great American ..... 70&10%
Imperial ..... 60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy ..... 60&10@60&10&10%
New York ..... 60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania ..... 60&10%
Rapid Transit ..... 70&10&10%
Standard ..... 60&5%
Sunbeam ..... 60&10%

Lawn Sprinklers—

Enterprise 25%
Gibbs' Arc ..... ₩ doz. $10.00
Gibbs' Hustler ..... ₩ doz. $5.00

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Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₱ doz. $12.00 $15.00 $24.00..35%

Lemon Squeezers—

Berger Bros. ₱ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₱ doz. $6.50; 2, $3.25 3, $1.65; Queen $3.50 net
Dunlap's Improved ₱ doz. $3.75 20%
Hotchkiss, Straight Flush ₱ doz. $9.60
Jennings' Star...₱ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₱ doz. $6.00 30&10@40%
Wood, Common ₱ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₱ gro.....25%
Ventilator Cord, Samson Braided, White or Drab Cot. ₱ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Locks—

DOOR LOCKS, LATCHES, &c.—

Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Brooklyn Latches.....50&10%
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Romer's Night Latches.....20&5%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 23 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Romer's.....25%
Stoddard Lock Co.....30@33⅓%
Yale.....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Eureka, Eagle Lock Co.....40&5%
Gem, Corbin's.....40&5%
Romer's Nos. 0 to 3½.....40&5%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Mallets—

Sargent's List
Hickory.....50@35&10%
Lignumvitæ.....50@35&10%
Raw-Hide.....40&10%

Matlocks—

Regular list.....70@70&10%

Meat Cutters—

American.....30%
Nos....1 2 3 4 B 5
Each.$5 $7 $10 $25 $50 $60
Beef Shavers (Enterprise).....20%
Chadborn's Smoked Beef Cutter, ₱ doz $60.00
Dixon's.....₱ doz 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25%
Nos.....10 12 22 32 42
Each...$3 $3.50 $4 $6 $15
Hales Pattern ₱ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₱ doz $36.....60%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $88
Miles' Challenge ₱ doz...45@45&10%
Nos.....1 2 3
$23 $30 $40
Perfection .....net
Woodruff's ₱ doz.....33⅓%
Nos.....100 150
$15 $18

Meat Juice Extractors—

Enterprise.....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₱ ℔..25c
No Name.....₱ ℔..15c
Mystic.....₱ ℔..10c
f. o. b. New York or Chicago.

Molasses Gates—

Enterprise.....20%

Mop Wringers—

Matchless (Canton, O.), ₱ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½%
Grand Crossing Tack Co. List:
Wire Brads.....85%
Wire Nails.....85%

PICTURE—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₱ doz. $18.00, 25&10&10%
Giant, No. 1, ₱ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₱ doz $18.00, 20%
National.....₱ doz. $24.00, 40%
Pelican.....₱ doz $9.00, 15&10%
Scranton No. 2.....₱ doz. $10.00
Scranton No. 3.....₱ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point ₱ gr. $12, 25%
Dunlap's.....20%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₱ gro. $10.00
Hunters' Cup Point, Plain.... ₱ gro. $9.00
Round, assorted.....₱ gr. $3.00@3.25
Square.....₱ gr. $4.00@$4.25

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₱ gross $30.00..40%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20
Tapped.....50%

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Pocket Oilers.....₱ doz. $1.55
Star Pocket Oilers.....75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10@10&5%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₱ ℔.....60
Rosy Red.....60
Extra Green Paper Wrapper, ₱ ℔.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₱ ℔:
Lily White.....90
Rosy Red.....90
Extra, same sizes as above.....80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₱ ℔..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₱ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ₱ ℔..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c.....40%
Boston "Phœnix" Red Sheet, per ℔.....50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₱ ℔
Cotton Packing.....14c@15c ₱ ℔
Italian Packing.....13c@14c ₱ ℔
Jute.....6c@7c ₱ ℔
Russian Packing.....13c@14c ₱ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₱ doz $4.50
Baldwin.....₱ doz 5.00
Bonanza.....each 5.00
Daisy.....₱ doz 3.50
Dandy.....each 7.50
Eureka, 1888.....each 16.00
Family Bay State.....₱ doz 12.00
Favorite.....₱ doz 5.00
Gold Medal.....₱ doz 4.00
Ideal.....₱ doz 4.00
Improved Bay State.₱ dz..$27@30.00
Little Star.....₱ doz 4.00
Monarch.....₱ doz 13.50
New Lightning.....₱ doz 5.50
Oriole.....₱ doz 4.00
Penn.....₱ doz 8.00
Perfection.....₱ doz 4.00
Reading, 72.....₱ doz 4.00
Reading, 78.....₱ doz 7.00
Rocking Table.....₱ doz 5.50
Scott's Pat. Rotary, ₱ doz $15.00, 20%
Turntable.....₱ doz 4.50
Victor.....₱ doz 13.50
Waverly.....₱ doz 3.75
White Mountain.....₱ doz 4.00

POTATO—

Saratoga.....₱ doz 5.50
White Mountain.....₱ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₱ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₱ gro. 4.00@7.50
Lead.....₱ gro. 2.16@4.38
Lumber.....₱ gro. 6.87
Mascot, Hexagon.....₱ gro. 3.75
Mascot, Round.....₱ gro. 3.10

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10%
Bench, First Quality.....55%
Bench, Second Quality....60@60&10%
Fales Bench.....25%
C. E. Jennings & Co.....50&10%
Molding.....50%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
Davis's Iron Planes.....40@40&10%
Gage Tool Co.'s Self-Setting.....35%
C. E. Jennings & Co., Iron...50&10%
Meriden Mal. Iron Co.'s..40@40&10%
Sargent's.....60@60&10%
Siegley's:
Bench.....40%
Combination, each.....$4.50 net
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to ℄
Hinsdale.....25&10%
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@25%

Pliers and Nippers—

Button's.....70@70&10%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₱ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₱ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₱ doz $12.00 30&5%
Smith's Side Cutting.....25%
Stube's.....20%
Swiss Pliers.....35%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....50%
Wm. Johnson's.....75%
Plumb Bobs.....40%
Pocket Levels.....70&10%
Stanley's.....75&10%
Stanley's Duplex.....25&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

J. P. Lovell's Police Goods.....25%
R. I. Tool Co., Handcuffs, $15.00 ₱ doz.....10%
R. I. Tool Co., Leg Irons, $25.00 ₱ doz.....10%
Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₱ ℔ 8c
Joseph Dixon's.....₱ gro $5.75, 10%
Gem.....₱ gro $4.50, 10%
Lustro.....₱ gro $4.75
Rising Sun.....₱ gro $5.50@$5.75

Poppers, Corn—

Round or square, 1 qt., ₱ doz. $ .75; ₱ gr. $6.50 } 10@ 1½ qt. ₱ doz. $ .85; ₱ gr. $8.0 } 15% 2 qt., ₱ doz. $1.15; ₱ gr. $12.00 }
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Kohler's:
Little Giant, No. 12...₱ doz. $12 00
Hercules, No 25.....₱ doz. $11.00
Invincible, No 6.....₱ doz. $10.00
Pioneer, No. 714.....₱ doz. $ 9.00
Lock Lever, No 20...₱ doz. $12.00
Universal, No 49.....₱ do . $ 4.00
New Champion, No.37 ₱ doz. $ 7.00
Iron Handle, No. 38. .₱ doz. $ 5 00
Ryan's.....₱ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Dunlap's Saw and Chisel....₱ doz $3.50, 30%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%

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Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Avery's Revolving.....40%
Avery's Saw-Set and Punch. See Saw Sets.
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Rand's Centering Marking Tool..25%
Rice's Hand.....15%
Saddlers' or Drive, good ₩ doz..60@65%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	½	⅝	¾
Barn Door, Light, In.			
Per 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₩ foot.....2¼c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
Competition.....₩ foot, 2½c
Common.....₩ foot, 2½c
Double Braced.....₩ foot, 2½c
Lanes' O. N.T.....₩ 100 ft. $3.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Iron, Painted...₩ ft 2c
Sliding Door, Wr't Brass, 1½ in. ₩ ft, 35c.....60&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot. 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $3.60
Boss, Garden, 18 teeth, net ₩ doz. $3.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.20@$3 40
Lawn Queen, Impr'd, net ₩ doz. $3.30@$3.50
Catch All...net ₩ doz. $3.15@$3.25
Jumbo.....net ₩ doz. $7.00 @$9.00
Paragon....net ₩ doz. $2.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&5%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....80&10%
Nickel-plated.....70&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Copper.....60&10&5@50&10&10%
Iron. American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or copper ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₩ doz. $1.00 net
Screw Stay.....₩ doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₩ ℔ 12 @14c
Medium, ¼ in. and larger.....₩ ℔ 10 @12c
Common, ¼ in. and larger.....₩ ℔ 8½@10c
Jute Rope.....₩ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₩ ℔ 6½c
½ in.....₩ ℔ 7 c
¼ and 5-16 in.....₩ ℔ 7½c
Hay Rope, Med.....₩ ℔ 6¼c
Sisal, ½ in.....₩ ℔ 6¼c
¼ and 5-16 in.....₩ ℔ 6¾c
7-16 in. & larger.....₩ ℔ 5¾c
Med. L'th Y'rn.....₩ ℔ 5¼c
Hay Rope.....₩ ℔ 5¾c

Rules—

Athol, Steel.....33⅓%
Boxwood.....60&10&10&10%
Ivory.....50&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₩ ℔ 4½@5c
Chinese Sad.....3¼@3½c
Colebrookdale Iron Co.:
Crown, Improved Pol, ₩ doz. $6.50
Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ℔ 2½@2¾c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₩ doz..... $6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₩ doz. $4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.70
No. E 55, plain polished, size 1, 2 or 3 without handles, ₩ doz. $3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz $9.30
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₩ doz.....$2.50
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Pol.....₩ doz $6.50
Sensible, Tailors'.....₩ ℔ 3@3¼c

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₩ ℔ 16c
Cable Laid Russia.....₩ ℔ 13½c@14c
Common.....₩ ℔ 8½c@ 9c
Common Russia Sash. ₩ ℔ 12½c@13c
India Hemp Sash.....₩ ℔ 9½c@10c
Jute, good quality.....₩ ℔ 11c
Samson:
"Mass." White, Cotton.....34c
"Samson" Braided White, Cotton.....₩ ℔ 30c
"Samson" Braided Drab, Cotton.....₩ ℔ 35c
"Samson" Braided Italian Hemp.....₩ ℔ 33c
"Samson" Braided Linen, ₩ ℔ 55c
Silver Lake:
A Quality, Drab..₩ ℔ 55c. 35@40%
A Quality, White, ₩ ℔ 50c. 35@40%
B Quality, Drab, ₩ ℔ 35c..... 15@15&7½%
B Quality, White ₩ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₩ ℔ 31c@32c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10&10%
Sash Lifts Flush.....70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Corbin's Daisy, '95 list.....40@45%
Davis, Bronze, Barnes Mfg. Co...60%
Elfring's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Hammond's Window Springs, A 60&10%
Hammond's Window Springs, B..50%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....35%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro..$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....35@35&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&30%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $4.00.....40&10%
Box, 1 Handle.....₩ doz., $2.00
Box, 2 Handle.....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames. 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $13.50%
Howard-Allard.....60&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Wm. Johnson's:
1x5 A.....70&10%
135½ Extra.....70%
138 Ebonized Handle.....70%
141½.....75%
142 Ebonized Handle.....70%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40.....50@50&10%
Screw-Driver Bits...₩ doz., 50@75c
Screw-Driver Bits, Parr's₩ gro.$6.25
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%

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Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—
Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W...40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1891. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892. 50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shoes, Horse, Mule, &c.—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₱ set, $1.50
Hartford Side-Weight, Extra Light.....$7.50@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₱ set
W. & B. Rubber Pad....₱ set, $2.50

MULE—
Add 50c ₱ keg to above prices.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O. S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel.....10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Slicers—

Vegetable, Enterprise.....25%

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....40&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..60&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—

See Door Springs.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '98.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....85&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2%
Hungarian Nails, Steel.....80&2%
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—
Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks.₱ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tobacco Cutters—

National Specialty Co.....40%

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$2.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in, ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$2.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₱ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₱ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₱ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent.....7c@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₱ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—
Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5 @50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—
Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....₱ doz. 65c
Improved Rat.....₱ gross, $12.50
New Rat.....₱ gross, $12.50
Mouse, Bonanza.....₱ doz 90c@$1.00
Mouse, Catch-'em-Alive ₱ doz $2.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire.₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro., $13.50; No. 2 ₱ gro., $15.00

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Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₩ gro., $4.50
Snap Shot, 4-Hole....₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector.70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50& 10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 38.....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $30.00.....60&20%
Daisy, ₩ doz., $12.00.....60&20%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....25&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire and Wire Goods—

Brass Wire.....40%
Bright Wire Goods, Standard list 85&10&10@90&10 %
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80@80&10%
Galv., Nos. 0 to 18.....80@80&10%
Tin'd, Tinned list Nos. 0 to 18...75&10@80%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ℔.....60@70c
Stub's Steel Wire.....$6.00 to $ 80%
Wire Clothes Lines, see Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting..80&10@80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10
Steel Bolting Wire Cloth.....50@55

Wire Rope—

List.
Cast-steel.....2½&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....60@60&10%
Alken's Pocket (Bright)..$2.00@2.50
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's.....30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&3%
"Mechanics'".....40&10&10 &5&5&3%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut.....40%
Whitman & Barnes:
Acme.....60@60&5%
All Steel Pipe.....50&10@60%
Always Ready.....35@40&10
Bull Dog.....50&10%
Diamond Cycle.....₩ doz $3.00
Drop Forged Engineers.35@40&10%
Hercules.....70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.50&10 @60&10&5%
Regular.....60&10@ 0&10&5%
J. H. Williams.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....45c
Linseed, City, Boiled, in barrels ₩ gallon.....47c
Out of Town on Spot..₩ gal.....45c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 56@56?
Western, Prime.....53@54c
Extra, No. 1.....40c
No. 1.....34@36c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$20.00
Barytes, American Floated, ₩ ton $23.50@$25.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔.....5c
White Lead, American, in Oil, ₩ ℔.....5½@6c
White Lead, Foreign, in Oil, ₩ ℔ 8@8½c
Litharge, Kegs, ₩ ℔.....5½c
Zinc, American, Dry, ₩ ℔....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....31@——c
In machine bbls.....30½@——c

Dry Colors—

Blue, Chinese.....₩ ℔ 30 @35
Blue, Prussian.....₩ ℔ 29 @33
Blue, Ultramarine..₩ ℔ 6 @25
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered...₩ ℔ 3 @4½c
Umber, Turkey, burnt.....₩ ℔ 2½@3½c
Umber, Turkey, raw.....₩ ℔ 2½@3 c
Green, Chrome, Ordinary.....₩ ℔ 4 @12 c
Green, Paris, in bulk, ₩ ℔ 13½@15½c
Indian Red, American.....₩ ℔ 2½@ 3 c
Indian Red, English.....₩ ℔ 4½@5½

Colors in Oil—

Black Coach Japan ₩ ℔..18½@20
Black Coach Japan, in Oil.....₩ ℔ 12 @13 c
Black Drop.....₩ ℔ 7 @10 c
Black Lampblack, Best.....₩ ℔ 13 @15 c
Black Lampblack, common.....₩ ℔ 7 @10 c
Blue, Chinese.....₩ ℔ 35 @40 c
Blue, Prussian.....₩ ℔ 25 @35 c
Blue, Ultramarine..₩ ℔ 16 @21 c
Sienna, bur't.....₩ ℔ 8 @12 c
Sienna, raw.....₩ ℔ 7 @10 c
Umber, burnt.....₩ ℔ 7 @10 c
Umber raw.....₩ ℔ 6 @10 c
Brown, Vandyke....₩ ℔ 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,

ALBANY, N. Y.

"BETTER THAN ANY OTHER TRADE PAPER."

S. L. Allen & Co., Philadelphia, Pa. [*Agricultural Implements, etc.*]: We have found results of our advertising with you better than in any other trade paper.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"SATISFIED WITH 'HARDWARE.'"

Schoverling, Daly & Gales, New York. [*Bicycles, Guns, etc.*]: We have every reason to be satisfied with our advertising in HARDWARE.

"HAVE FOUND IT SATISFACTORY."

The Ideal Mfg. Co., New Haven, Conn. [*Reloading Tools*]: We recognize your medium from time to time, and have found it satisfactory.

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OF SILVER PLATED WARE
recognized as the standard of quality the world over is the . . .
ROGERS "ANCHOR" BRAND.
It represents all that is possible in stylishness and true, lasting quality. It is backed by a half century's successful record. Learn more about it by dropping a line for catalogue to . . .

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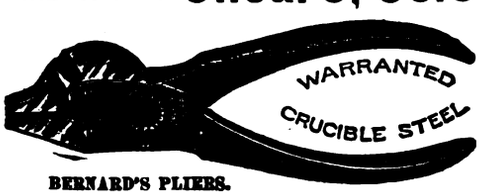
THE WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
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NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.

Write for 1898 . . . Catalogue.


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"WE MAKE the LARGEST LINE of . . . Shears, Scissors & Pliers."



BERNARD'S PLIERS.

THE WM. SCHOLLHORN CO.,
NEW HAVEN, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, LTD.,
SHEFFIELD, ENGLAND,
Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

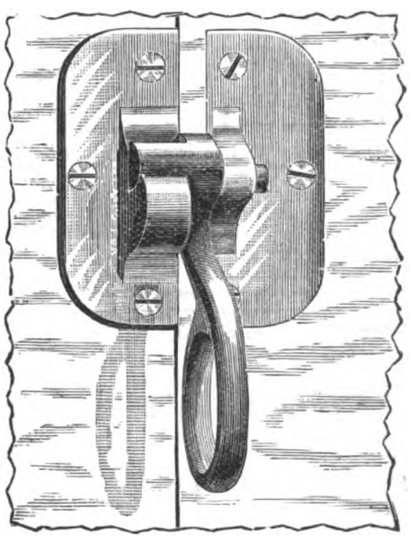
Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.
We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.
If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.
ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836. ALFRED FIELD & CO.,
93 Chambers and 75 Reade Streets, New York.
Importers of
HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.
Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES,	HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO.	
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

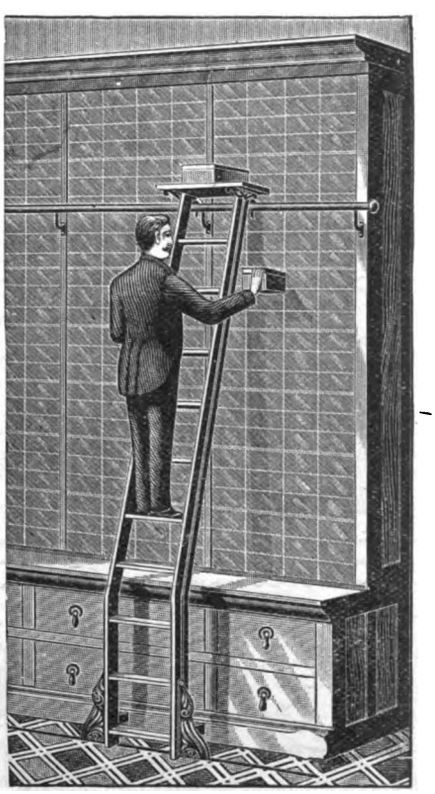
Proprietors of the following brands of Cutlery:
ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT
Refrigerator Fastener.
The only Practical Fastener in use.



Manufactured and sold to the trade by
P. J. CONROY,
Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder
Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,
50 STATE STREET, CHICAGO, ILL.

AGENCIES:
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Perforated Filter Press Plates.

THE HARRINGTON & KING PERFORATING CO. CHICAGO.



BRONZE SCREEN PLATES To withstand action of ACIDULATED WATERS.

PERFORATORS OF STEEL, IRON, COPPER, ZINC, BRASS AND TIN.

For use in GRAIN CLEANING AND MINING MACHINERY, WOOLEN, COTTON, PAPER AND PULP MILLS, RICE, FLOUR AND COTTON SEED OIL MILLS. SUGAR AND MALT HOUSES, DISTILLERIES, FILTER PRESSES, STONE, COAL AND ORE SCREENS, BRICK AND TILE WORKS, FILTERS, SPARK ARRESTERS, GAS AND WATER WORKS, OIL, GAS AND VAPOR STOVES, COFFEE MACHINERY, ETC.

STANDARD SIZES PERFORATED TIN AND BRASS ALWAYS IN STOCK.

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PALMER'S HAMMOCKS STILL LEAD.

See our catalogue for special assortment of bales for small buyers. . . .

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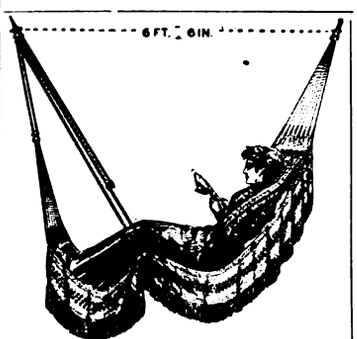
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Infringers are being prosecuted.

The Latest Leader

Palmer's New Utopia Hammocks. . . .

Superior to all others.



THE NEW HAMMOCK,
PALMER'S UTOPIA.
Position easily varied, ranging from sitting to sleeping.



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I. E. PALMER, Middletown, Conn., U. S. A.

NEW YORK OFFICE, 62 WHITE STREET.

Also manufacturer of . . . Canopies, Mosquito Netting, Crinoline Dress Lining, Window Screen Cloth, School Bags, etc.



Patented Jan 8, 1895.

THE BIGELOW WIRE FLY KILLER.

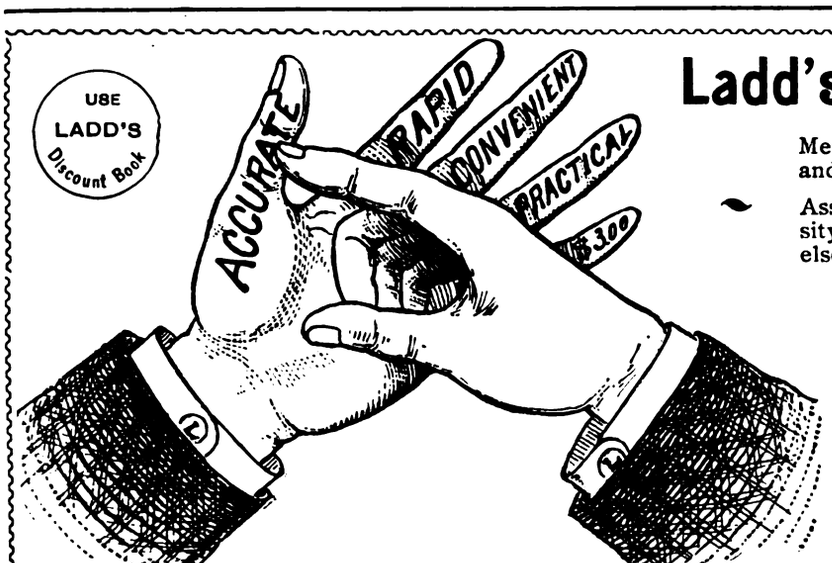
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F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti-Rattler.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Architectural Iron Works.
Berlin Iron Bridge Co., East Berlin, Conn.

Arms and Ammunition.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Babbitt Metal.
Bruce & Cook, New York
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

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J. Doughty & Co., Philadelphia.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
New Departure Bell Co., Bristol, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting Co., Newark, N. J.
See Rubber Belting.

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Charles Morrill, New York.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

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Ames & Frost Co., Chicago.
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Standard Tool Co., Cleveland, O.
Chas J. Stebbins, New York.
Union Heater Supply Co., Detroit, Mich.

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Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

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Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

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See Tackle Blocks.

Bolts.
Berger Bros. Co., Philadelph'a.
Brass Goods Mfg Co, Brooklyn, N. Y.
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Franklin S. Miles, Philadelphia.

Bone Black.
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Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
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W. O. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

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Magnolia Metal Co., New York.

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Waterbury Brass Co., New York

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Sargent & Co., New York.
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Yale & Towne Mfg. Co., Stamford, Conn, and New York.

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Bush Cutters.
Bemont Mfg. Co., South Glastonbury, Conn.

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John Chatillon & Sons, New York.

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McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

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Alfred Field & Co., New York.
J. T. Slocomb & Co., Providence, R. I.

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Charles Morrill, New York.

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Graham Sweeper Co., Grand Rapids, Mich.

Carpet Stretchers.
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Lancaster Machine & Knife Wks. Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clock Springs.
Wallace Barnes, Bristol, Conn.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Dryer.
Hill Dryer Co., Worcester, Mass.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Cresting.
E. T. Barnum, Detroit, Mich.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co , Antrim, N. H.
Hammacher, Schlemmer & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Patterson, Harral & Gray, N. Y.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Display Brackets.

John N. Hager, Ft. Atkinson, Wis.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co , New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Presses.

Miner & Peck Mfg. Co., New Haven, Conn.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Holyoke, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery.

Hanson & Van Winkle Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.

New York Belting & Packing Co., Ltd., New York.
Sterling Emery Wheel Co., Tiffin, Ohio.

Enameline.

J. L. Prescott, Co., New York.

Enameling Ovens.

Union Heater Supply Co., Detroit, Mich.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

Belmont Mfg. Co., South Glastonbury, Conn.

Faucets.

Boston & Lockport Block Co., Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Baker Mfg. Co., Allegheny, Pa.
E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co. New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fly Killer.

J. F. Bigelow, Worcester, Mass.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furnaces.

Union Heater Supply Co., Detroit, Mich.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.

Gas Stoves.

Monarch Stove Co., Mansfield, O.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co , Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

H. H. Mayhew Co., Shelburne Falls, Mass.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
R. W. Montross, Galien, Mich.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Hammocks.

I. E. Palmer, Middletown, Conn.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co , Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Buchel Brush Novelty Co., New Orleans, La.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Edgar Mfg. Co., Reading, Mass.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. J. Hall Co., Wallingford, Conn.
Hammacher, Schlemmer & Co., New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
H. H. Mayhew Co., Shelburne Falls, Mass.
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Patterson, Harral & Gray, N. Y.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Specialty Novelty Co., Lancaster Pa.
Surpless, Dunn & Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co. Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
S. W. Owen Co., Norwalk, Ohio.
Plume & Atwood Mfg. Co , New York.

Hinges.

Bommer Bros., New York.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa
Storm Mfg. Co., Newark, N. J
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Horse Shoes.

Bryden Horse Shoe Co., Catasauqua, Pa.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Parker Ice Tool Co., Worcester, Mass.

Ice Cream Freezers.

John H. Graham & Co., N. Y.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn,
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Rufus E. Eggleston, New York, Philadelphia, Chicago.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York,

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Mechanical Rubber Goods.

New York Belting & Packing Co., Ltd., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Mosquito Netting.

I. E. Palmer, Middletown, Conn.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.

Nutmeg Graters.

Edgar Mfg. Co., Reading, Mass

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Ovens.

Monarch Stove Co., Mansfield, O.
Union Heater Supply Co., Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn,

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Police Equipments.

Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.

Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
I. E. Palmer, Middletown, Conn.
Queen Sash Balance Co., New York.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Union Heater Supply Co., Detroit, Mich.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Monarch Stove Co., Mansfield,
Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

See Traps.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.
Eugene L. Johnson, Cincinnati, Ohio.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.

Roof Trusses, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rules.

Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

Sash Locks.

Rufus E. Eggleston, New York, Philadelphia, Chicago.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
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Pargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

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Alfred Field & Co., New York.
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Charles Morrill, New York.

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Bennett Combination Saw-Tool Co., New York.

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Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

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Underhill, Clinch & Co., New York.

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Harrington & King Perforating Co., Chicago.

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Harrington & King Perforating Co., Chicago.

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Sickels & Nutting Co., New York.

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Franklin S. Miles, Philadelphia.

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Tuck Mfg. Co., Brockton, Mass.

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Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

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Samson Cordage Works, Boston.

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Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.

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Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

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W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

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Stanley Works, New Britain, Ct.

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Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

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Stair Nosings.

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Clark & Cowles, Plainville, Conn.

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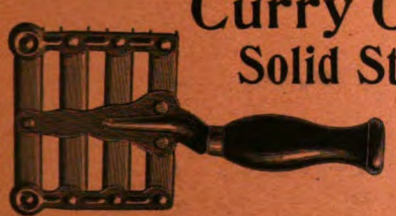
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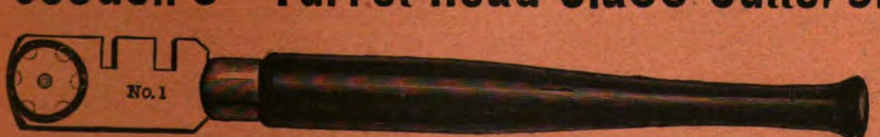






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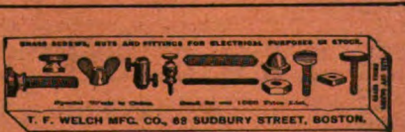
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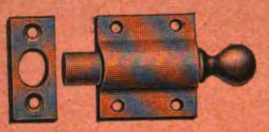
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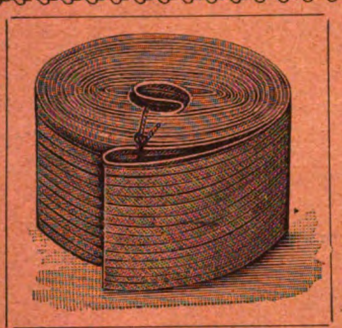


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We make the BEST drills on the market.

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A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XVII. No. 6. New York, June 25, 1898. $1.00 A YEAR.



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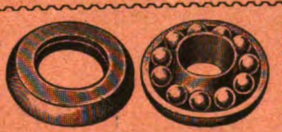
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PAGE 43.

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Various Styles and Sizes.
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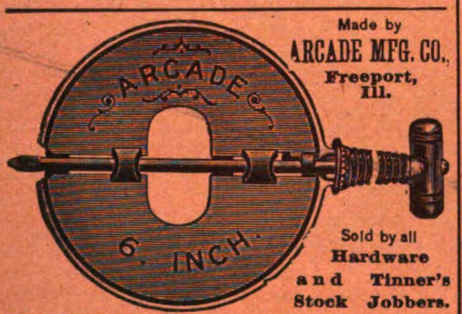
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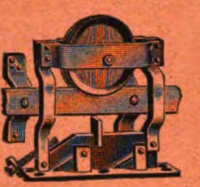
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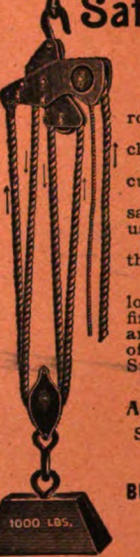
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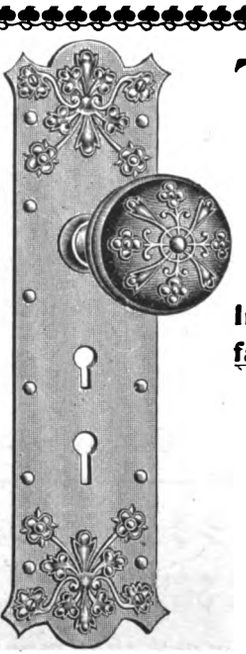
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Sets Complete.
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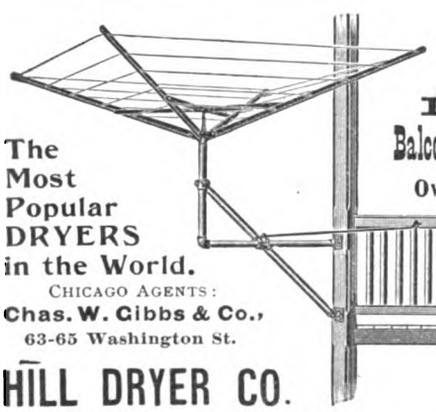
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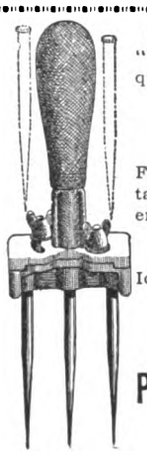
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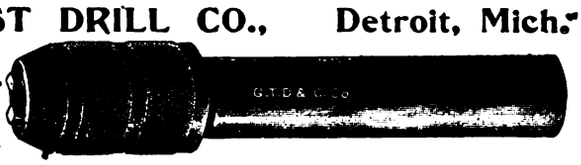
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BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

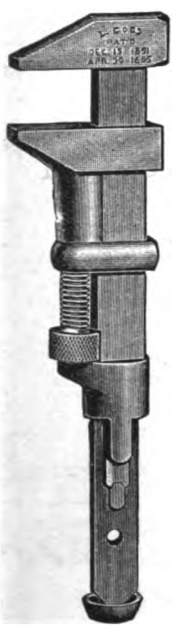
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Genuine Improved

KNIFE HANDLE

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Screw Wrenches.

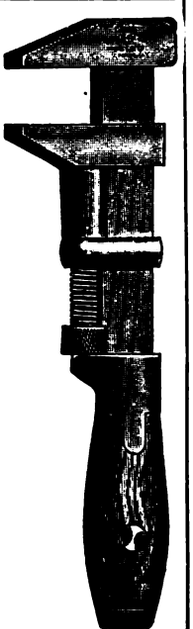
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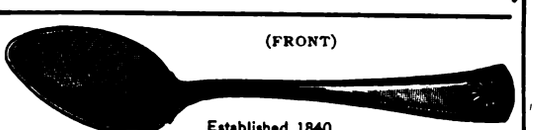
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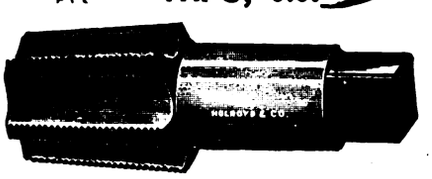
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A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

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John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

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Consult Your Jobber About

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Meat and Food Chopper
Tinned



No. 5, Small Family Size, $2.00

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No. 1, Japanned, $7.20 per dozen
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Bone, Shell and Corn Mill



No. 750, $7.50

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The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Branch Office
J. C. McCarty & Co.
10 Warren Street, New York

LAWN MOWERS

BUILT ON HONOR.

A better assortment than ever. The machines manufactured with the same care and skill as shown in previous seasons.

LEADERS THE WORLD OVER.

Wise dealers will buy Lawn Mowers that will give their customers satisfaction not only for one year but for years to come.

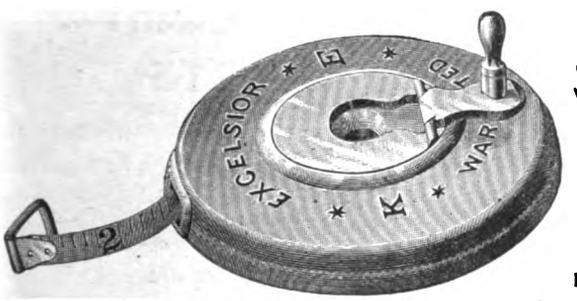
THE PENNSYLVANIA,
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THE GIRARD,
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THE GREAT AMERICAN,
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SUPPLEE HARDWARE CO.,

Market and Fifth Streets, Philadelphia.

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KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

The Mower...

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**

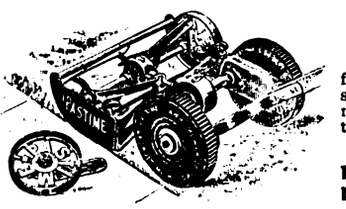


CLIPPER LAWN MOWER CO.,

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PASTIME LAWN MOWER and TRIMMER.

IMPROVED 1898 MODEL.



This front cut mower trims to within ¼-inch of any wall, fence, tree, &c., by simply removing the Guide Wheel, as shown in cut. (Requires 5 seconds). Both wheels removed make it a double trimmer. It is sharpened with a file by the user. SEND FOR CIRCULAR AND PRICES.

Patterson Bros., Eastern Agents, 27 Park Row, New York, N. Y.
Mansur & Tibbetts Implement Co., Western Agents, St. Louis, Mo.

Pastime Lawn Mower Co.,

We have the Best Weed Extractor in the Market. 226 ABBOTT ST., DETROIT, MICH.

TRUCKS OF ALL KINDS.

A. ADAMSON

MACHINIST.

Corner Exchange and Water Streets,
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General Machine Work, Molds for Bicycle Tires, Air Goods, Druggists' Sundries, Matrices for Hard Rubber Goods, Die Sinking, Hydraulic Presses, Special Machinery, etc. Estimates cheerfully given. Correspondence solicited. Work promptly done.

Rubber Machinery



F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both

STIFF and FLEXIBLE BACK CURRY COMBS.

Write for Catalogue.



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Newburgh, N. Y.



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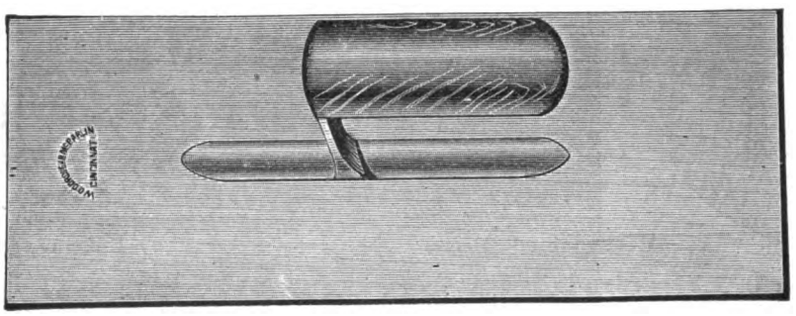
113 & 115 Milk St.

PHILADEL'A,

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"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

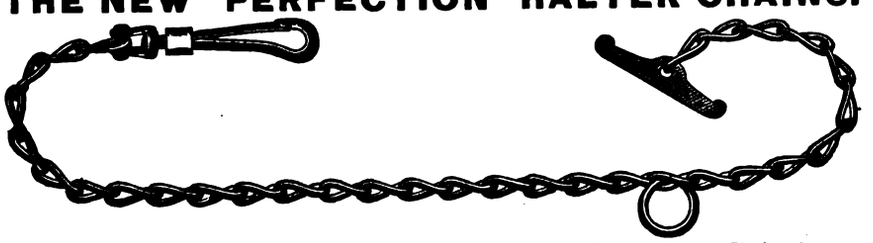
These Butts are better than the ordinary kinds. Made only by

READING HARDWARE COMPANY,

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Factories, READING, PA.

THE NEW "PERFECTION" HALTER CHAINS.



These chains are not readily distinguished from the German We'ded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts. . . . . .

WE MAKE THE BEST SASH CHAIN—THE "MONARCH."

THE BRIDGEPORT CHAIN COMPANY, Manufacturers, BRIDGEPORT, CONN.



COATES CLIPPER MFG. CO.,

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MAKERS OF

Hair Clippers

ALL KINDS UNDER THE

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Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

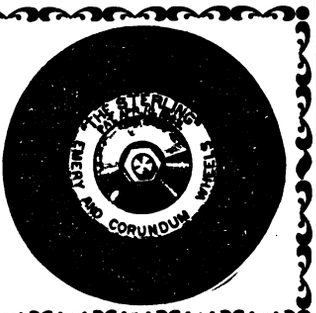
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MANUFACTURERS OF

Sterling and Advance Emery and Corundum Wheels,

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SPECIAL MACHINERY

WIRE drawing, CLAY working,
RUBBER washing, CHAIN WINDING,
CUTTING and WELDING machines,
POWER TRANSMISSION, Pulleys, Shafting
Gearing Boxes, Collars, etc., etc.

TURNER, VAUGHN & TAYLOR CO.,
CUYAHOGA FALLS, OHIO, U. S. A.

Do You Manufacture WIRE or SHEET METAL GOODS?

If so, you need the latest up-to-date

AUTOMATIC MACHINERY.

We have filled the wants of others in this line, why not yours?

THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

IS A GOOD ONE.

Morgan & Wright, Chicago Ill. [*Bicycle Tires*]: There can be no question about the advisability of using the Hardware trade as a means of disposing of bicycles and bicycle parts, and as to the efficiency of HARDWARE, we can only say what we would say in reply to an inquiry from any other publisher, i. e., we have no direct means of knowing whether our "ads" do us good or not. If we insert an "ad," it is on our judgment that the publication is a good one.

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"The Best" Wrench
FOR 1898.



AS AN ADJUSTABLE WRENCH.



AS A NIPPLE AND ALLIGATOR WRENCH.



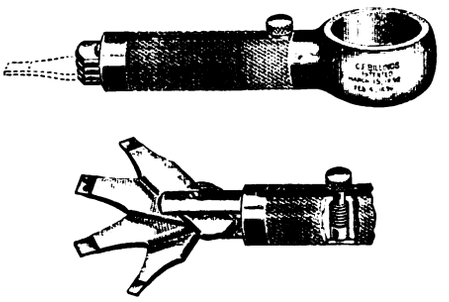
AS A SCREWDRIVER.

Four Tools in One.

Quickly Adjusted.
Perfectly Rigid.
Case Hardened.
Nickel Plated.
Good as can be made.
Weight, 4½ ozs.
Sample in Leather pocket, by mail, 30c.
Write for discounts.

THE BEST WRENCH CO.,
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BILLINGS' MAGAZINE SCREW DRIVER.



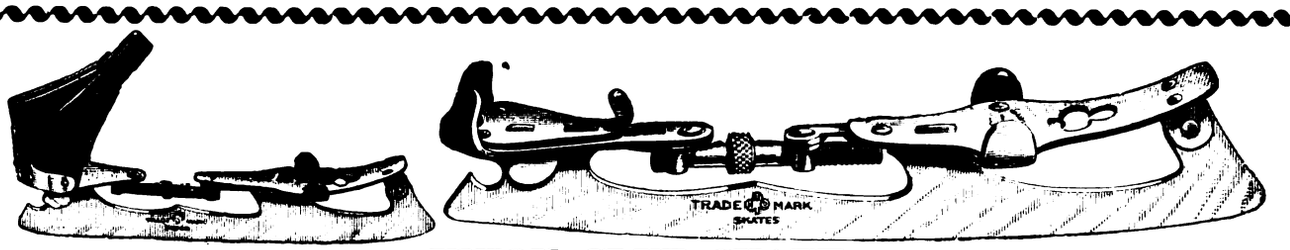
Patented { Mar. 15, 1892. Feb. 4, 1896.

Four sizes of Screw Drivers contained in One Handle.

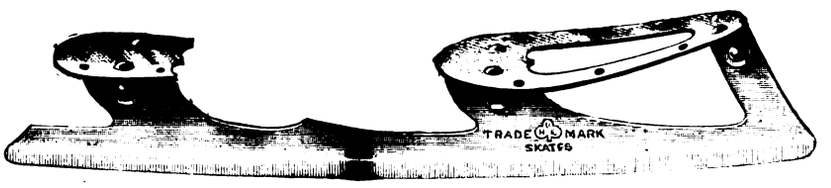
A Neat Tool for Sportsmen, Electricians, Machinists, Etc.

DROP FORGINGS AND MACHINISTS' TOOLS.

THE BILLINGS & SPENCER CO.,
HARTFORD, CONN., U. S. A.

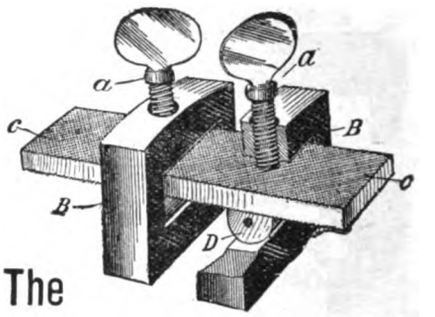


UNION CLUB SKATE.

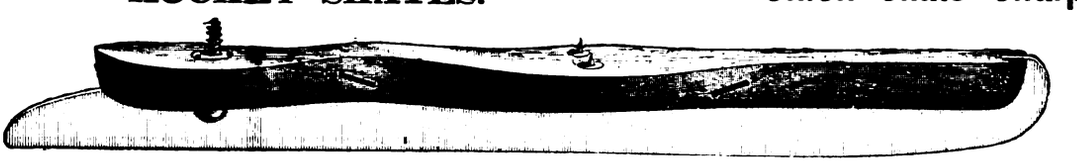




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

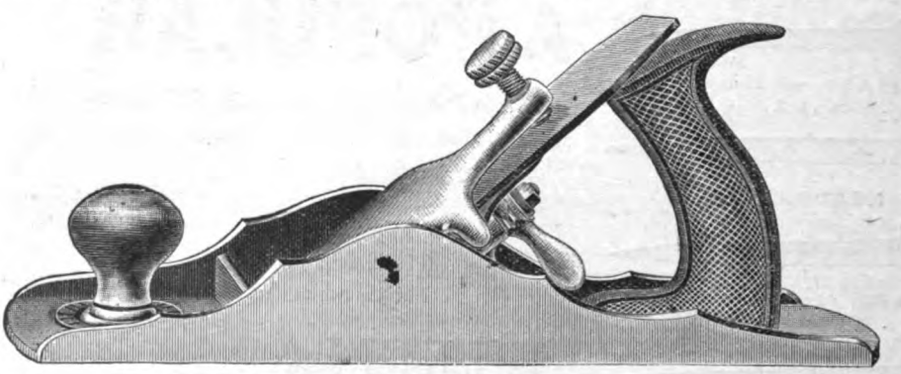
TOWER'S CHAMPION SCREW DRIVERS.

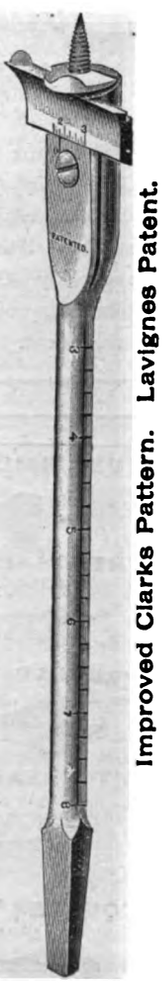


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







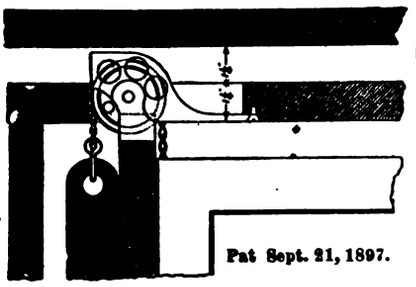
Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

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QUEEN SINGLE FRAME PULLEYS.



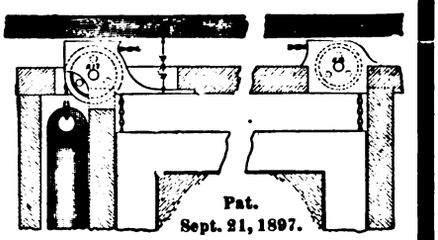
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QUEEN PULLEYS.

No Extra Head-Room Needed.
No Grooving of Sashes.
No Lead Weights.

Architects will note accompanying cuts. They represent 2½-inch pulleys and only require 2½ inches head room from top of sash.

QUEEN MULLION FRAME PULLEYS.



ONE WEIGHT BALANCES THE SASH.

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Chicago. Washington. Boston. Baltimore. Philadelphia. St. Louis. Worcester.

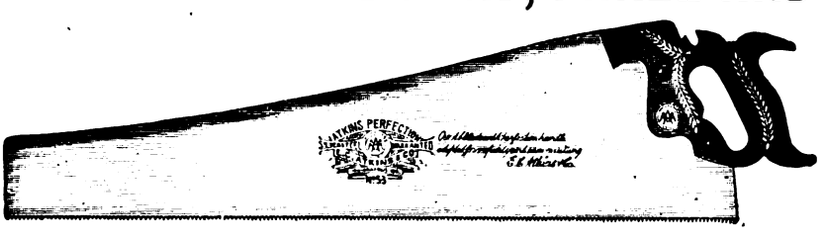
E. C. ATKINS & CO., Indianapolis, Ind.

BRANCH HOUSES:
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Chattanooga, Tenn.
Minneapolis, Minn.

MANUFACTURERS.

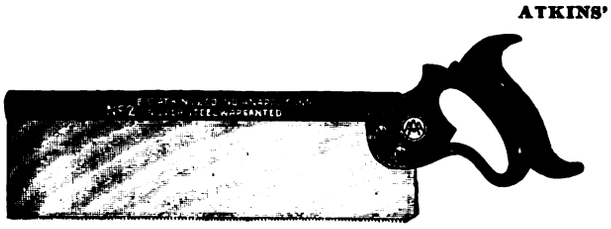
The Atkins SILVER STEEL HAND, PANEL AND RIP SAWS.

WE MANUFACTURE EVERY KIND OF SAW USED.



SILVER STEEL.
FINE TEMPER.
BEST WORKMANSHIP.
THE BEST SAWS MADE

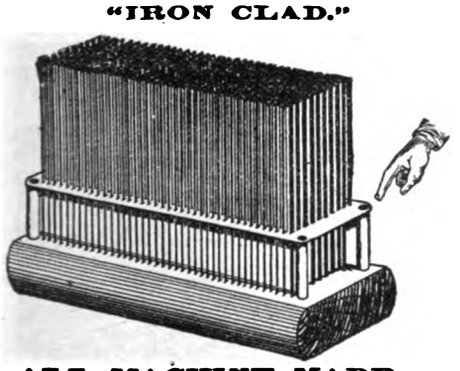
ATKINS' PERFECTION, No. 53.





WRITE FOR PRICE LIST AND DISCOUNTS.

"IRON CLAD."



ALL MACHINE MADE.

SEE

THIS STRUCTURE? WHAT'S IT FOR?

Well, it gives surprising durability!

Our goods are Guaranteed unsurpassed in Durability, Workmanship, Material.

Their elegance attracts the eye at once.

. . . *FOR FOUNDRIES, PAINTERS, ROOFERS, ETC.* .

SATISFACTION GUARANTEED OR MONEY BACK.

THE BUCHEL BRUSH NOVELTY CO.,

Mention "HARDWARE." NEW ORLEANS, LA.

MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE MARK

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This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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CHAS. MORRILL, 35 Warren St., N. Y.

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Your Stock Is Not Complete

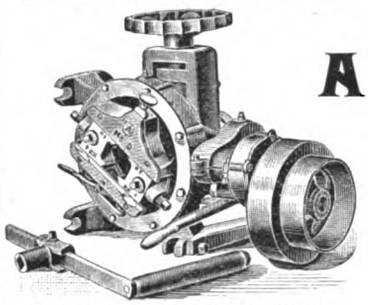
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ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.



No. 0. Threading Machine, Power Attachment.

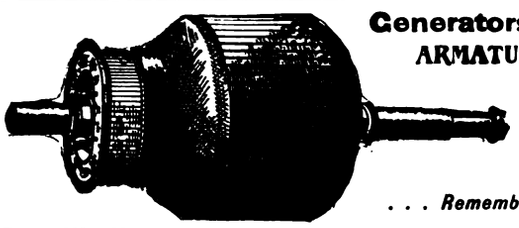


They are all "Standards" and Never Disappoint. Catalogue?

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——NEW YORK OFFICE: 139 CENTRE STREET.——

OVERHAULING and REPAIRING



Generators, Dynamos, Motors.

ARMATURE REWINDING and BUILDING.

COMMUTATOR REFILLING and BUILDING.

TRANSFORMERS OF ALL KINDS REWOUND.

. . . Remember, We Pay the Freight One Way. . .

The W. H. Elliott Electric Co., General Electrical Repairers, Fourteen Years' Practical Experience.

14, 16 and 18 Middle St., CLEVELAND, OHIO, U. S. A.

UNDERHILL, CLINCH & CO.,

94 CHAMBERS STREET, NEW YORK.

O. Ames & Sons' Shovels, Spades, Scoops.

Geneva Tool Co.'s Cast Steel Hoes, Rakes, Etc.

Sheble & Klemm's Manure and Hay Forks.

David Wadsworth's Scythes.

English Riveted Scythes, Grass Hooks and Shuffle Hoes.

Send for our Agricultural Catalogue showing goods carried in stock and new prices.

B. B. LEMON SQUEEZERS.



A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

SEND FOR PRICES ON EXTENSION LADDERS.

Berger Bros. Company,

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ALUMINUM SIGN LETTERS AND FIGURES, 7 STYLES, 36 SIZES.

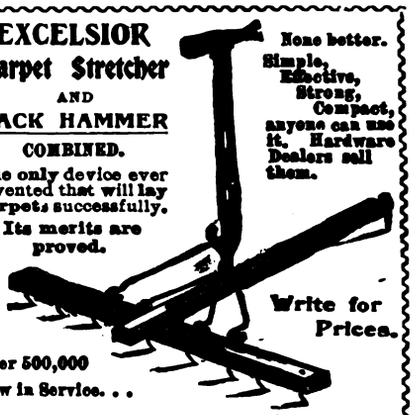
Complete stock always on hand. Exclusive manufacturers and originators of the only Interchangeable Script Sign Letter. A fine line of House Numbers, Name and Door Plates, and Street Signs. Aluminum Trade Checks, Aluminum Bicycle Chain Guards, Aluminum Castings. We challenge comparison for promptness, quality, and prices. Illustrated Catalogue on application.

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EXCELSIOR Carpet Stretcher AND TACK HAMMER COMBINED.

The only device ever invented that will lay carpets successfully. Its merits are proved.

None better. Simple, Effective, Strong, Compact, anyone can use it. Hardware Dealers sell them.



Write for Prices.

Over 500,000 Now in Service. . .

Sole Mfr., R. W. MONTROSS, Galien, Mich.

The Columbia Safety Self-Retaining

DUMB WAITERS,

ELEVATORS,

Cellar Lifts

. . . AND . . .

SPEIDEL'S ECONOMIC SAFETY HOISTS.



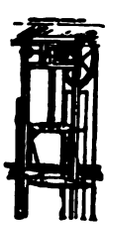
If you haven't tried the Columbia Dumb Waiters give them a trial. It will cost you nothing, as you can return them if not satisfactory.

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Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



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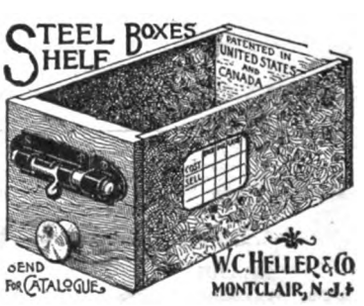
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No. 1013 Ninth Street.

Dumb Waiters..... that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.



ECONOMIZE.

SHELF BOXES { MADE TO ORDER. ESTIMATES FURNISHED.

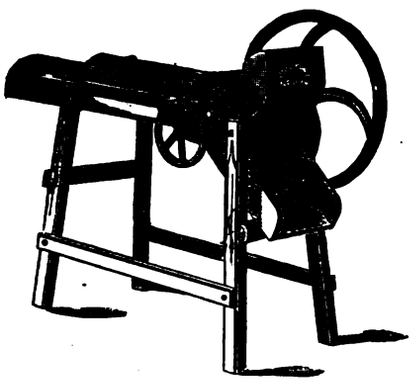
HENRY H. SHEIP & CO.,

Columbia Ave. and Randolph St.,

PHILADELPHIA.

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"Ohio" Feed Cutters, Ensilage Cutters, Fodder Shredders.



6 Sizes for Hand use, 7 to 11 in.
8 " " Power " 9 " 26 "
5 " with Self Feed Apron.
6 " of Shredders, 11 to 26 in.

Carriers or Elevators any length.

Prof. Woll's . . . .
"A BOOK ON SILAGE," free.

1898 Catalogue ready.

Every Machine Guaranteed.

....MANUFACTURED BY....

THE SILVER MFG. CO.,
SALEM, OHIO, U.S.A.

THE W. H. SWEENEY MANUFACTURING CO.
Our goods are attractive, well-made and thoroughly up-to-date.



These are only a few of the articles we make. Full line shown in 1898 Catalogue.
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Do You Want Something Made?
My Specialty is to Manufacture for Other Parties.
Reasonable arrangements can be made. WRITE ME TO-DAY.
C. H. Angus, . Albany, N. Y.
Mfr. of Castings; Nickel and Brass Plating, Metal Pattern Maker, etc.

REGISTER GOODNESS
Made by skilled mechanics. Men who know how they should be. No bad ones here. Every one guaranteed right. . . . . .

7 x 10 Black Japanned, 55 cents each.
8 x 10 Black Japanned, 55 cents each.
9 x 12 Black Japanned, 70 cents each.
10 x 12 Black Japanned, 80 cents each.
. . . All Sizes in Stock. . . .

L. D. BERGER'S
Tinners' and Roofers' Supply House,
59 N. 2nd St., PHILAD'A, PA.

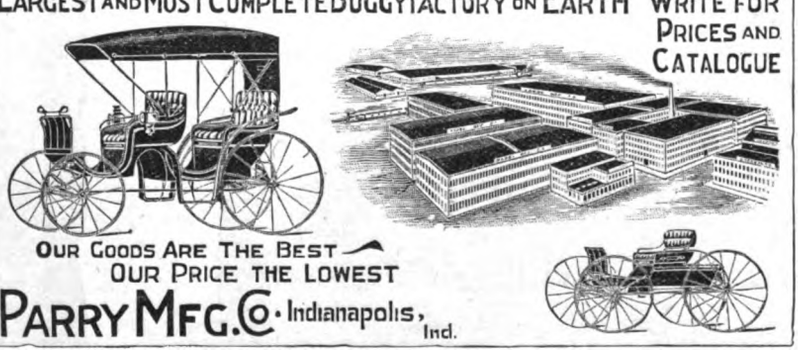
Why do farmers prefer THE LIGHTNING BUSH CUTTERS?



Because they are the best and only real Bush Cutters ever made. They can stand up to their work, cut large or small bushes, clean out hedges along fences and stone walls, and many other reasons. Dealers will do well to get our terms and circulars before placing their order for Bush Cutters.

THE BEMONT MFG. CO., South Glastonbury, Conn.

LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH WRITE FOR PRICES AND CATALOGUE



OUR GOODS ARE THE BEST
OUR PRICE THE LOWEST
PARRY MFG. CO. Indianapolis, Ind.

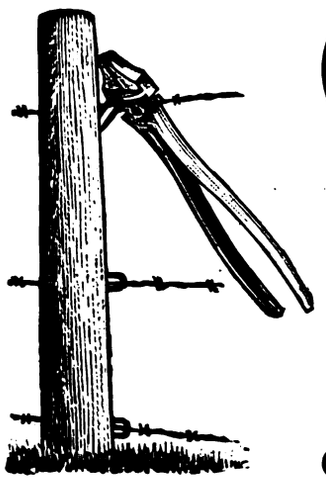
WILL CONTINUE TO USE HARDWARE.

Monarch Cycle Mfg. Co., Chicago, Ill. [*Bicycles*]: We used HARDWARE last year quite extensively, and as soon as we have our arrangements completed for next season's business, we will continue to use your publication to reach the Hardware trade. We have no hesitation in saying that HARDWARE is one of the best mediums of its class, and the services rendered us by your publication have been entirely satisfactory.

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Also SICKELS, PRESTON & NUTTING CO., DAVENPORT, IOWA.

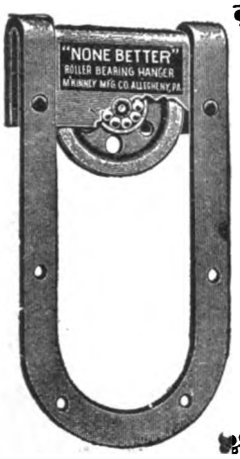
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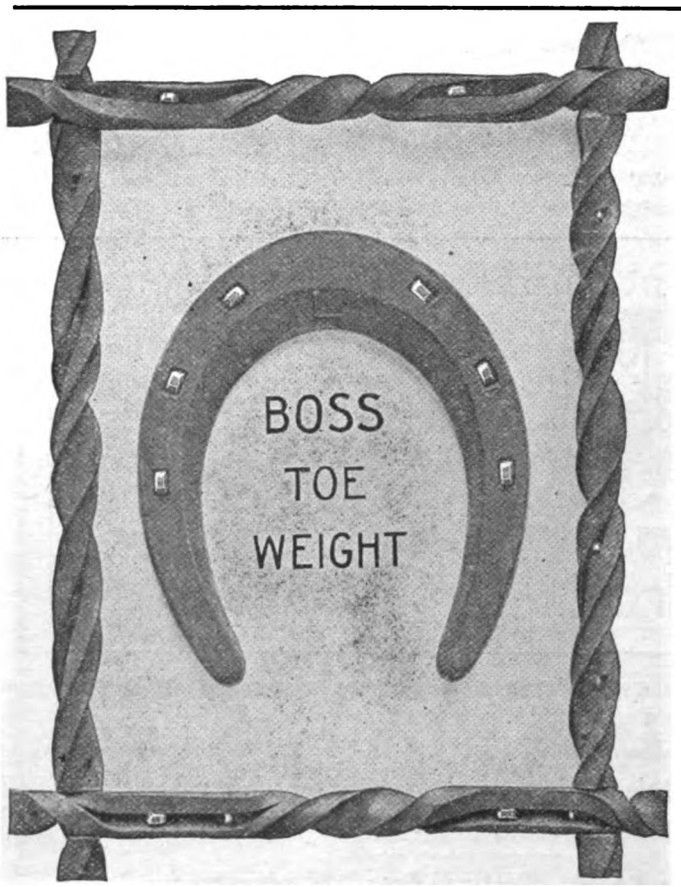
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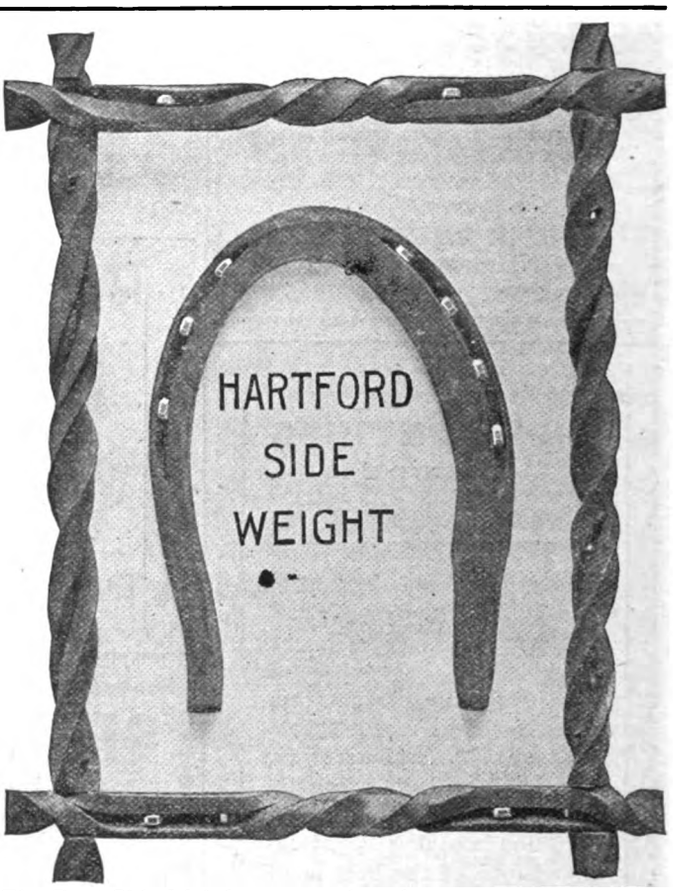
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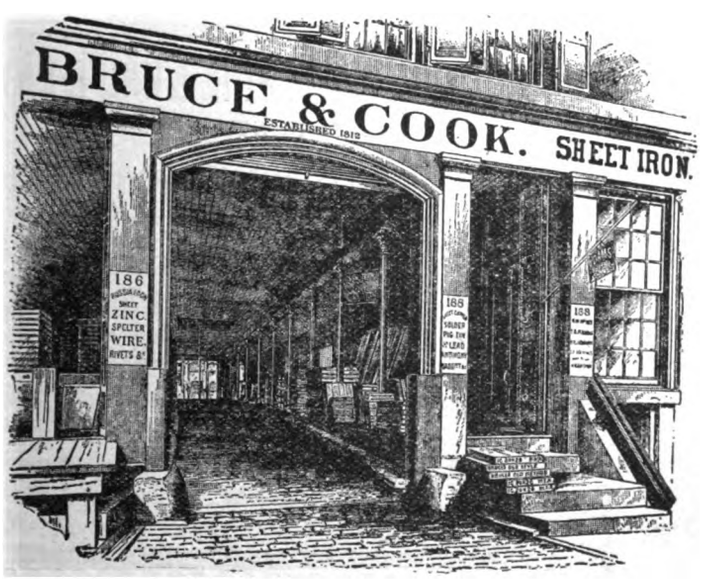
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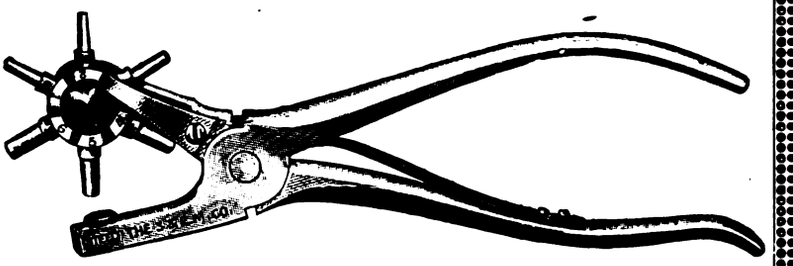
"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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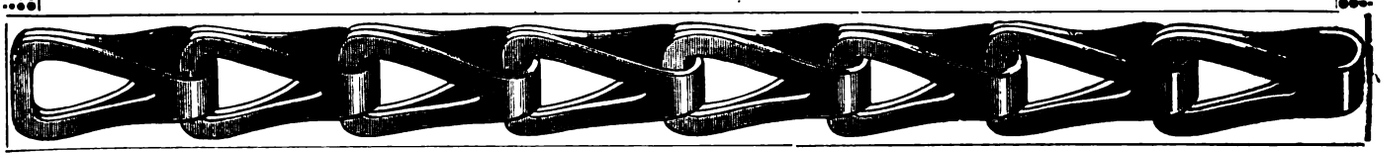
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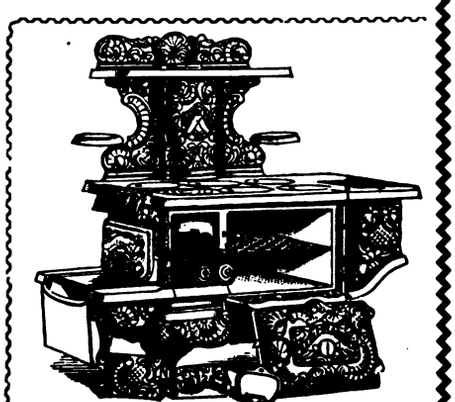
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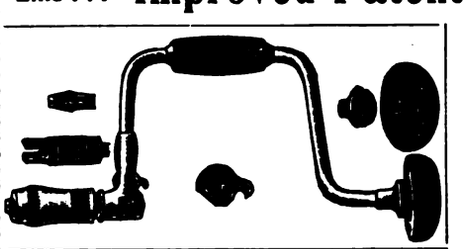
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HARDWARE

VOL. XVII. JUNE 25, 1898. NO. 6.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

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JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Business generally cannot be said to be dead or even in sluggish condition. Reports from the various trade centers covered by the market letters in our present issue indicate that a remarkably good trade is noticeable for the present month; no apparent falling off when compared with last year, trouble being found in keeping up the supply of goods on hand in a satisfactory condition to meet urgent demands that are of every day occurrence.

Money conditions are easy in the Western states. Collections are reported as being good. The fixed belief that the war can be pushed without jeapordizing new enterprizes will produce gratifying results. Some promising undertakings, which were held in abeyance by martial uncertainties as to time, which checked the money offerings and made close markets during the spring a certainty, now find easier and more sanguine views prevailing, which will be productive of confidence and stability.

All the lines of manufacture connected in any way with agricultural interests are in the most prosperous condition, and numerous manufacturers, under the pressure called for, will turn out this year a product of joyful dimensions; for at the present time many of them find it difficult to supply the demand.

It is anticipated that this prosperous condition of things surrounding the American farmer will surely prove as good for 1899, for the farmers have been forced to practice economy for so long a time they will be compelled to renew almost everything about a well-ordered farm, from necessary machinery to the household appliances suggested by improved conditions of living.

The prevailing extreme quotations on cereals, made possible by speculative methods, can hardly be sustained, but the large crops for which every provision has been made, will bring results that will be more than satisfactory when compared with the previous season in the year of joy just passed.

The iron and steel interests bidding for the large and growing export trade have been greatly benefitted by the extremely low freight rates, which assist in making Lake Superior ores so cheap by comparison; in fact, the low cost on all ores and coke enable us to produce pig iron and its products at phenominally low figures never before attained.

It is just as well to believe that war conditions will continue throughout the remainder of the present year, the necessity still existing for keeping many men under arms, a large navy in a state of constant activity, will result in an expenditure of money of gigantic proportions. This will increase largely the present circulation, and naturally tend to advance prices sufficiently to make it desirable for the dealer to keep constantly abreast of the markets, with but little fear of any retrograding influences tending to make the season's business unprofitable.

How Often Shall Salesmen Call?

With each annually recurring inventory and settlement of the year's business, the question most prominent before every jobbing house in the country is how to reach a maximum amount of sales with a minimum ratio of expense.

This question constantly prevailing, forms a problem in connection with the successful prosecution of the business which needs to be solved, and solved with conservative care, before the fears of a final dissolution of this important branch of the trade shall become a prominent factor and render nugatory every element tending to its perpetuity.

Profits and emoluments are naturally to be expected from a business which in most cases has been successfully prosecuted through many years by the present house and its predecessors, all of them blest with the lamps of experience to illuminate the methods of its leading workers. Notwithstanding this, each recurring year finds diminishing profits, increasing expenses, unexpected losses and fluctuating costs, all of which tend to make the stock sheet present an unexpectedly dismal appearance when it is figured up.

It is universally admitted that the cost of marketing goods is out of all proportion to any possible profit that may be obtained from the distribution thereof. Traveling representatives become more and more numerous, the necessity for intelligence in this branch of the business makes the compensation higher in the scale as the skill to sell and the acquaintance of customers to sell to, becomes a factor in the commercial value of each salesman's abilities.

The conditions of the Hardware trade as it is conducted to-day, require in each individual employe a higher degree of skill, the strictest attention to detail, and a professional love for hard work greater than at any previous period in its history, and it has always been an open question whether services apparently so valuable when contrasted with other lines of business, were sufficiently remunerated; this has formed one of

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the rocks in the channels of success which annually confront employers.

Travelers, bright, able and attractive men, as the majority of them are who have achieved success, and enjoy an acknowledged mastership, are found on every line of travel, making valued acquaintance with buyers, offering every inducement to make new customers for the house, and quite frequently leaving so small a margin of profit on some transactions as to hazard the acceptance of the order. The nature of their business, active and indefatigable from early morn until late at night in order to achieve deserved success, makes their vocation one recognized by fairly liberal salaries, indulgent expense allowance and considerate treatment in too many ways to count. This department invariably demands an annual attention on account of increased cost, that is rarely given to any other.

How can traveling expenses be saved without reducing volume of sales? Are too many trips made that are positively unproductive of profitable results? Can they be reduced in number? Snould the trade be visited less frequently than we now think necessary? Why not so regulate traveling as to cut the expense down fifty per cent., and induce mail orders, that are now usually held for the arrival of some favored salesman? Some think the main point to be considered is to stimulate mail orders, and this can only be done through the conscientious efforts of the salesman himself; he really "controls the trade," and is paid for doing so; his efforts on behalf of his house keep the customers in line, prevent the many contestants for the same business from obtaining too much of a foothold, and in many ways assist materially in the prompt collection of the outstanding indebtedness.

With a view of discussing some of the reasons why better results are not obtained by the efforts of the jobbing fraternity through present methods, we in this issue give a number of replies to the question propounded in our paper of June 10th, of "How Often shall Salesmen Call?"

The replies which we have received will be found worthy of perusal, being full of interest for all Hardware dealers to whom the subject of reducing expenses is always one certain of close consideration.

Export Trade in Manufactured Products.

In the investigations necessary to make comparisons with foreign trade for our manufactured products which existed ten years ago, and the greatly improved conditions of the present, it must be excessively gratifying to know how steadily and satisfactorily it has increased in volume with each succeeding term, until even now it almost surpasses belief. This immense traffic has not yet reached the zenith of success to which it still aspires and will undoubtedly achieve.

When our increasing exports in the earlier part of the decade referred to became so notably a feature of our manufacturing industries, our commercial competitors, especially those in England, Germany and France, naturally noting our growing importance in this field of the world's progress, consoled themselves with the belief, founded on previous experience, that this industrial development would not long continue; but as soon as a home revival made healthier conditions in our local markets, our efforts for foreign trade expansion would lose the vigor which then was evident, and we would resign the business for the domestic markets that were more productive of profit.

Contrary to such hopeful expectations taken by the manufacturers whose trade we were endeavoring to supplant in country after country, upon obtaining a foothold that gave promise of permanency, we hung on and the increasing demand for raw materials stimulating our mines and furnaces to the utmost, we have eventually so reduced the bottom cost that at the present time we are successful competitors for the traffic long held by England and Germany on seemingly impregnable grounds.

It is a conceded fact that American steel rails will be a familiar sight in China and Japan, in Russia and Australia, backed up wherever placed by the prestige which makes our progressive country the leader of the world in every line of organized effort where mechanical skill and intelligent supply are permitted to go hand in hand. This desirable state of affairs is founded on an economy of cost absolutely unattainable under any but the free and enlightened modes of thought, invention and execution, made possible under American institutions and national ambitions.

During the ten years referred to, our manufactures of iron and steel have surely increased fourfold, iron and steel plates, making a record in their especial lines of a tenfold increase. In tin plate, of which we were such large importers, we have so changed the conditions of the traffic by creating the industry which progressing from a national standpoint, will yet be felt in every part of the world, resulting from economic advantages already within our reach. Our production of wire nails, made possible by mechanical improvement in the period referred to, has been increased over tenfold, and wherever our perfect product finds a purchaser its great superiority is so noticeable in every way as to defy competition.

It is the intention of our manufacturers that there shall be no retrograde movement. When we capture a foreign market we intend to stay in it. In justice to our unexcelled production of mechanical appliances of every description, from machine tools of elementary significance to the more advanced perfection of our mechanical skill, shown in our world-famed locomotives, it must be acknowledged that once they are admitted, and comparisons are instituted, their intrinsic worth, superiority of finish and adaptability to work give them a popularity that makes them difficult to displace.

There is every indication that the export trade of our country, in manufactured products, will reach in the next five years a greater degree of expansion from confessed superiority and economy of cost than has been reached during the past decade, through all other influences combined.

The U. M. C. Co. received the following telegram from their representative attending the tournament held by the Mountain State Gun Club:

"World's squad record broken here to-day. All using U. M. C. smokeless factory loaded shells. Total score, 124 out of a possible 125."

There is a saying the gist of which is that uneasy lies the head that wears a crown, and the same expression applies to debt. If a systematic course is adopted and pursued of meeting obligations at maturity much uneasiness and disaster might be avoided.—*Stoves and Hardware Reporter.*

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JOBBERS, AND THE EXPENSE ACCOUNT.

There appeared among the market letters of *Hardware*, in the issue of June 10th, a letter from the Logan-Gregg Hardware Co., of Pittsburg, Pa., in which attention was called to a number of questions of the greatest possible moment to the jobbing houses of the country, in relation to the expense account, division of territory, the calls from traveling salesmen, etc. The points there touched upon suggested so much, and opened the way for so much in the way of discussion, that we asked a number of the leading jobbers of the country to pay especial attention to this letter, with the request that they give us their views thereon. Responses have been prompt and pertinent, and we take pleasure in submitting the same below. We also reproduce herewith the original letter from the Logan-Gregg Hardware Co., of Pittsburg, followed by one of a later date, in which the question is more fully discussed:

How Often Shall Salesmen Call?

We were shown a little pamphlet lately, written by a traveling salesman, in which he advocates an agreement among jobbers that their men shall not call on trade oftener than once in sixty days, thus reducing expenses and allowing more opportunity for mail orders. The great bugbear of the jobbing trade at present is the expense account, and it will require some united effort to effect a change in the plan of doing business to reduce it within safe limits. All jobbers remember when they used one traveler where they now use three or four, and that results were better under the old plan. We do not believe it impracticable to so arrange it that each distributing centre should have certain prescribed limits of territory which is naturally tributary to it, and within which the jobbing houses of that city should not be interfered with by other cities. The retailer would be protected by the competition of the four or six jobbers in that city, which certainly is enough for good business, and the useless expense of travelers from other cities, with offers of special inducements in the equalization of freights, etc., would be avoided. This is an evil common to all jobbing houses, and we believe a return to old and natural conditions would not only better the condition of the jobber, but in the end be also more satisfactory to the retailer. LOGAN-GREGG HARDWARE CO.

Logan-Gregg Co. Go Into Details.

Editor Hardware: At your request, we will give our ideas regarding some of the dangers which confront the jobbing Hardware business, as it is now conducted, and suggest a remedy.

The great bugbear of the business for the past five years, has been the *growing percentage of expense to sales*, which has become so large as to leave little or no net profit.

There are two principal causes for this increased ratio of expense: First, *the extreme low price at which goods are now sold*, compared with prices five, ten and fifteen years ago. A house may have sales of, say $500,000 per year, but in order to reach that amount, it must market double the quantity of goods sold ten years ago. This means more salesmen, more traveling expense, more handlers of goods in the house, more bookkeeping and postage, and more warehouse room, which means more rent.

Second, *increased competition*, which leads many concerns to push for all business in sight, regardless of the cost of getting it, and very often regardless of the price at which they sell.

There might be mentioned, a third cause, growing out of the second, viz.: distribution of such goods as fence wire and nails, oil and lead, which are sold at 2½ to 5 per cent. margin, and billed along with Hardware on sixty days' time. Of course all that business, amounting probably to one-fifth or one-sixth of the total sales, is done as an accommodation to customers, and at an actual loss.

The first of these causes has been very clearly and ably set forth in an address made before an assembly of traveling salesmen, by T. Jas. Fernley, secretary of the Hardware Jobbers' Association. This address has been published in pamphlet form for distribution, and should be read and studied by all Hardware jobbers who have not already given this subject their attention.

Is the jobber, then, doomed to extinction? There are fewer of us now than there were five years ago, and the tendency seems to be towards large houses, and fewer of them.

This is instanced lately in Chicago, and there has not been a new jobbing house started for years.

We believe, however, that there is still a place for the jobber. He has a work to do in the economy of business affairs that cannot be done by any other, and he is entitled to his just compensation for the part he takes in distributing the products of thousands of manufacturers to the thousands of retail stores.

But if the jobber is to have a profitable existence, he must adjust his business to present conditions, and curb his greed for trade that is secured at a loss, which affects not only his own, but all other concerns in the business.

The remedy which seems to us the most practical and most likely to bring success, is along the line of the natural movements of trade.

Every large city is a natural distributing centre. Trade flows to it through natural channels, just as the tributaries of large rivers come from the smallest hamlet back in the hills; and the reflex movement is like the distribution from a huge reservoir to all the surrounding territory.

In these large centres there have grown up great jobbing houses, several of them in each city, enough to make healthy competition, so that the retailer may be protected against imposition. In some centres there may be, and probably are, more than enough. If the natural movement of trade is not interfered with, these houses will get the business from all territory naturally tributary to their city. But as business is done, some cities, more ambitious than wise, reach out beyond their natural territory and grab for trade that would go to another centre. To get it, they must offer inducements, must equalize freights, and cut prices. These cuts are met by the city encroached upon, and the result is, neither has a fair profit on the business done, and retaliation is entered upon with no benefit to any one.

This undue extension of the bounds of trade is done at enormous expense, additional salesmen, heavy traveling expense, advertising, by excursions to the more distant city, etc. It don't pay, but the trade have worked themselves up to the belief that it does, and it seems as though the evil will have to work itself out to the end before it will stop.

Suppose the members of the Hardware Jobbers' Association were to agree not to solicit trade outside of certain prescribed limits surrounding their own cities, which limits are well known to be naturally tributary to them. What would be the result? An immediate discharge of from half

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to two-thirds of the traveling force, with all attending expenses.

At first, a reduction in number of names on the books, and amount of business; to be followed soon by new names and new business from good near home buyers, whose trade has been overlooked in the scramble for trade further away.

When the new system (which is a return to that of years gone by) got into good working order, the local jobbers could agree to certain rules regarding unprofitable items, credits, etc., which would be advantageous. Take, for instance, fence wire, which is sold at a margin of $1 per ton. If the manufacturer can get us to distribute his product for him on this margin, he is well pleased, for he cannot do it himself for any such money. An agreement might be made to bill this article at an advance on the cash price, and allow a rebate to those who pay cash, the original price to stand if customer takes sixty days' time. This would lift an unprofitable item out of the rut, and give the cash buyer the advantage to which he is entitled. Arrangements of this kind could be made locally, which would now be ineffectual by reason of general competition.

We believe the manufacturer, the jobber and the retailer are indispensable to each other, and that each is entitled to his just compensation for the part he performs. We believe that the best results for all concerned would be realized by jobbing houses confining their energies to their natural limits, and that "Live and let live" should be our motto, rather than "Grab for all in sight."

Pittsburg, Pa. LOGAN-GREGG HARDWARE CO

Agreement Not Practical.

Editor Hardware: I do not consider such an agreement as you mention either practical or satisfactory. The question, "How Often Should Traveling Men Call On a Customer?" depends entirely on local conditions and customs and the cost of doing so. Here in this territory I find it necessary to call on some customers once a week, on others once a month, others once in two months, and still others at longer intervals. To make an agreement to call on all of them every sixty days would not work to the best advantage to the jobber or the retailer.

Yours respectfully,

Waco, Tex. ED. STRAUSS.

Survival of the Fittest.

Editor Hardware: We read with interest the pamphlet referred to. We have read carefully the article of the Logan-Gregg Hardware Co., but we cannot agree with their conclusions. If we were living in Utopia, their suggestion might be practical, but we do not see how any arrangements could be made by which all jobbers could agree to keep "off his neighbor's grass." It seems to us that it is a question of the "survival of the fittest."

Yours truly,

Atlanta, Ga. KING HARDWARE CO.

Discount the Calls Fifty Per Cent.

Editor Hardware: Referring to the letter in your issue of June 10th, "How Often Shall Salesmen Call?" we are glad that this important question has been brought up for discussion.

It is a matter in which all jobbers are interested, and one to which we have given considerable thought without being able to offer a remedy. We believe it would be more profitable both to the jobber and the retailer if the salesmen's visits to the retail trade were discounted 50 per cent. In former years, it was our custom to have our salesmen visit the trade not oftener than four times a year, in the spring and fall, when they were expected to get a good order. Then they made a trip between the two seasons principally to sell seasonable goods and to take filling in orders. As competition has grown stronger, the salesmen's visits have increased, until we find it necessary to call on the trade at least once in thirty days. This, of course, increases the expenses very materially. The orders necessarily being small, the cost of selling the goods has been increased at least 50 per cent.

Every jobber, no doubt, recognizes that this evil should be remedied, but just how it is to be done is a problem which we have been unable to solve. We believe it would unquestionably be more profitable to the jobber, and more satisfactory to the retailer, if the salesmen's visits were restricted to sixty days, except occasionally where a necessity might arise for a special visit in the meantime. It would make a decided difference in the expense account, and the orders would be larger and more satisfactory. If it were possible for local jobbers to form an agreement not to permit their salesmen to cover the same territory more than once in sixty days, the important question would arise as to whether or not other distributing points would not take advantage of the situation and result in a possible loss of trade to the local jobbers. It is true especially with the trade in the rural districts, that the small retail dealers are so closely drummed, that they rarely ever have an opportunity of sending in a mail order, and oftentimes salesmen are so persistent and the dealer so accommodating, that he will look up at least a small order for the salesman when he does not need the goods.

We would like to have a practical suggestion of a remedy for this great evil.

Lynchburg, Va. BARKER-JENNINGS HARDWARE CO.

Little Faith In It.

A well-known New England house writes us:

Editor Hardware: We fear when the roll is called, of those willing to make a division of their trade and restrict their salesmen's visits, that there will not be a corporal's guard who honestly favor such a subdivision or restriction.

One must needs have greater faith and confidence in his brother man before he would enter any agreement of the kind, in the belief that his ambitious neighbor would not concoct some plan by which he might gain an advantage. Man must be born again, or made of different natures than now make up mankind.

It would be easier to make a combination on prices than to subdivide the trade, and every one knows that is impossible.

If a salesman travels over his territory too often, he should know it, and his house should know it, and his territory should be given to some other man to work, or some other man's territory should be added to his.

In many houses the salesmen are like a band of guerillas, having no guide and doing as they like, making no profit for their own house and working all the damage they can for their competitors.

Every well organized house should have a competent head to their sales department, and every salesman should be under his direction. His careful watch should prevent too frequent visits to any one customer, should regulate prices and systematize the whole selling department. When a salesman pays his own traveling expenses, and his compensation depends on a per cent. of his profit, he, too, will know how often to call on his customers.

ANONYMOUS.

No Promise of Success.

Still another prominent New England house expresses its distrust of success in these words:

Editor Hardware: Answering yours in relation to the item, "How Often Shall Salesmen Call?" we will say, however much to be desired this may be, we do not think that any movement can be made to bring it about that would give promise of the least success.

Our experience is that all combinations of this kind are very hard to hold.

As we are sorry to say, there are some in the jobbing

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business who do not always do exactly as they agree, and if such an arrangement was proposed it would be very difficult arranging salesmen's trips to the satisfaction of the jobber.

There are many of these ideal conditions that have been proposed that are not at all practicable when it comes to business.

The Length of a Drummer's Cruise.

Editor Hardware: Referring to your inquiry as to our impressions as to lengthening the drummer's cruise, we heartily agree with the proposition of longer time "between drinks" of the traveling men. It, however, seems to us that unless all should adopt the idea, that the man who called every sixty days would find that the festive and lively *cuss* who camps with the country customer had gotten away with the periodical fellow's persimmons. Business as well as life has its humps and bumps, and to keep in the swim one has to adapt himself to the conditions surrounding him. We have adopted the principle of, "When it rains to let her rain, and if the hogs come home, we feed 'em."

It is not possible to get some of the jobbers in the Western States, particularly the small jobbers in the small country towns, such as Chicago and St. Louis, to adopt any such idea. They keep *stationary traveling men* in every cross-road country store, so as to be handy to pick up the wants. We must continue to "do as the Romans do."

THE GEORGE TRITCH HARDWARE CO.,
Denver, Colo. Geo. Tritch, President.

When the Millenium Dawns.

A prominent Tennessee jobber writes us as follows:

Editor Hardware: When the millenium dawns, then probably Hardware jobbers will dwell together in unity; but not till old Gabriel blows his horn on Judgment Day, will Hardware jobbers find out that no firm or corporation is possessed of omnipotence.

There are Hardware jobbers who are smarter than their competitors, but this does not constitute them arbiters of their competitors' destiny; the sum of all wisdom is not their monopoly; there are others, and always will be. All honor to the brains of a man or firm who can organize a magnificent establishment and travel one hundred and seventy-five men, but even they have a limit, and the time will come when they will want to *shift* the lead, and do.

If the jobbers were less ambitious, there would be less trouble, but we all get the fever and haste to be rich and want the earth. Napoleon succeeded until his competitors learned his tricks, and then he succumbed to the inevitable.

The apparent success of three or four firms has produced many imitators, and until the young Napoleons measure their lances and ascertain their limit, there will be no *let up* in the disastrous competition now in full blast in every little city, as well as in those of large growth. And no doubt the greatest evil of this headlong demoralizing policy is the unnecessary multiplication of salesmen. These ambitious Napoleons will put on salesmen in any State or Territory who will travel for 45 or 50 per cent. and pay their own expenses, and strange to say, the world is full of such men, of both kinds.

If we discern the signs of the times aright, there will be fewer of these "Whales" in the future, and jobbers will keep off territory that does not belong to them legitimately, and stop longing for Naboth's vineyard.

Respectfully, M. E. F.

Only a Theory.

The manager of a prominent Western jobbing house writes us:

Editor Hardware: Referring to yours of the ninth, would say, we believe we have seen the circular referred to in your Pittsburg correspondent's letter, and have reason to believe that the author of this circular is a "theoretical" traveling man.

At any rate, the proposition which he presents is far easier in theory than practice.

No one will contend that it would not be a great advantage if the number of traveling men might be reduced, as there are many times the number on the road that are necessary to do the business.

The only plan by which a reduction could be made in the number would be by a combination or close association among the dealers in the same lines of business, and an agreement among them to respect the territorial rights of each other.

It would be quite difficult to make such an arrangement; in fact, almost impossible without some pooling arrangement or general selling agency on the part of the merchants selling certain lines of goods in the same territory.

From the Tom Fritts Hardware Co.

Editor Hardware: We fully agree with the Logan-Gregg Hardware Co. that something ought to be done to cut off the unnecessary expense caused by the over-zealous neighbor. But the ever present question arises: "How are you going to do it?" It's a fact that we do over-exert ourselves waiting upon the trade. I mean the whole jobbing fraternity.

But what are you going to do about the concern that says, "Oh, we are hustlers," and see their trade twice a month? You approach them with a paper like that of the Logan-Gregg Hardware Co., and the answer is: "All very well on paper, but it won't work."

While I would be heart and soul in favor of a universal rule of visiting, etc., I see in the effort almost insurmountable obstacles. With my best wishes, etc.

Chattanooga, Tenn. THOMAS W. FRITTS.

Will Do No Harm.

A New York jobbing house of note writes us:

Editor Hardware: Referring to yours of June 9th, we do not think the discussion of the matters you mention will do any harm. It is our opinion that there are some large and aggressive concerns in this country who will not be governed by the discussion, and who are so bent on extending their territory, and doing business up to *their facilities*, that the discussion will have no effect upon their methods. It has always been our policy not to call upon the retail trade too often, to stimulate in every way letter order business, and the only seriously disturbing elements that we meet now are the efforts of large houses in remote districts to get a foothold in this State.

A Question of Combinations.

Editor Hardware: The question of combination that is considered so huge a monster, is involved in the question you submit about traveling salesmen.

The traveling expenses and the salary of traveling salesmen as now managed, is altogether too large a tax on the business, and it could be largely reduced, saving many millions of dollars to the consumer, but it cannot be done, except by general agreement—and the State legislatures and Congress, listening to the senseless clamor, are legislating to forbid combination.

It is perfectly evident to all who have studied the subject that the prosperity of all classes has been promoted in Germany by trusts or combinations, and in the face of all this, Congress forbids our railroads from entering a pool, without which it seems impossible to prevent discrimination, and by which they could save their immense expense of solicitors and advertising agencies, all of which in the end is paid by the people.

The time is rapidly approaching when the business of the country cannot carry the burden of these excessive expenses. Forty or fifty salesmen with the same line of goods

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travel over the some territory, often four or five together, when a quarter of the number would meet the required demand. Everybody would be as well served and an immense sum of money saved, but to accomplish this, combined action is necessary, and this is made a crime by Ohio and other State legislatures.

Cheap production and distribution can be promoted best by agreemeents, and since "gentlemen agreements" are not strong enough, combinations seem to be the only remedy.

There is a limit, beyond which competition is unprofitable. The question to be settled is, where that limit is. Whether anything but practical results can determine it, is questionable.

Cleveland, Ohio. C. B. LOCKWOOD.

Difficult to Avoid Frequent Calls.

Yet another New England jobber writes:

Editor Hardware: In reference to the matter suggested by the Logan & Gregg Hardware Co., I am quite fully convinced that the present custom of calling so frequently on the trade is very expensive from every standpoint, but in view of the competition made us by the larger manufacturers of miscellaneous Hardware to this class of trade, upon whom we make the frequent calls, I think it would be extremely difficult to avoid these calls, while such inducements are being offered to send orders direct instead of through the legitimate channel, namely, the jobbers.

Should Be Discussed.

Editor Hardware: We are in thorough accord with the article by the Logan-Gregg Hardware Co., and we think that the point should be thoroughly discussed.

Yours very truly,

HARPER & REYNOLDS CO.,

Los Angeles, Cal. C. C. Reynolds, V. Pres.

Death of Joshua Whitmarsh.

The sympathies of the trade everywhere, will be extended to William W. Whitmarsh, of the Putnam Nail Co., Neponset, Boston, because of the death of his son Joshua Whitmarsh, who died of heart failure at Henderson, Ky., on June 2d. The young man was but 28 years of age, having been born in April, 1870, and had already entered successfully upon a business career in connection with the company of which his father is the active head. He was educated in the public schools of Boston, entering Harvard College in 1888, from which he graduated in 1892, being next to the youngest member of his class. Feeling himself fitted for business, and being ambitious to distinguish himself in that connection, he entered the employ of the Putnam Nail Co., as their traveling representative. As such he saw much of life, having visited almost every part of this country. Sometime before his death he had decided upon a professional career, and was arranging for a final course at the Harvard law school, when death overtook him. His funeral occurred at the home residence in Neponset, and was attended by a large number of sorrowing friends.

The newly organized Commercial Trust Co., which has among its members a number of active managers of the Postal Telegraph and Commercial Cable companies, will commend itself especially to the Hardware trade, having among its incorporators George H. Sargent, of Sargent & Co., Robert H. Swayze, of Plume & Atwood Mfg. Co., and George S. Laighton, president of the Russel & Erwin Mfg. Co. Its capital is to be $500,000, with a reserve fund of $250,000.

France has kept 200,000 tons of coal stored at Toulon since 1893 to be ready in case war should break out.—*Exchange.*

Recent Trade Publications.

E. T. Barnum, Detroit, Mich., has just issued a series of catalogues of the goods he manufactures, to the following trades:

TO HARDWARE DEALERS.

Containing many new and original designs of wire and iron work of all descriptions, such as iron and wire and tubular railings, iron fencing and gates and cemetery fencing, elevator enclosures and cabs, fire escapes, roof cresting and finials, jail cells, grave guards, stable fixtures, bank and office railings, shutters, window guards, wire signs, etc.

TO MARBLE DEALERS.

Containing vases, lawn and park settees, chairs and lawn furniture, statuary, fountains, iron fences, etc.

TO THE BANKS.

Containing new and original designs of bank and office railings and partitions in all the latest styles of finish by their improved electro-plate process, bank window guards, doors, screens, etc., etc.

TO BUILDERS.

Containing all kinds of builders' iron work for interior and exterior use, such as iron gratings, window guards, roof cresting and finials, weather vanes, fire escapes, grilles, balcony railings and brackets, iron stairs, columns, partitions, etc.

JAIL CELL CATALOGUE,

For county and city officials, containing improved designs of steel jail cells and cages of all kinds, from small calaboose cells to complete outfits for the largest institutions of this kind.

CEMETERY VAULT CATALOGUE.

For Cemetery Associations, marble dealers, etc., containing a large number of new designs original with them, of vault doors, in bronze, steel and brass, bronze name plates, grilles for vaults, etc.

W. C. Heller & Co., Montclair, N. J., who are everywhere known as the manufacturers of Heller's Steel Hardware Shelf Boxes, have issued a small and attractive pamphlet displaying not only this article, with full description, prices, etc., but also a line of screw cases, spring hooks for sampling shelf goods, tool brackets, box tools, their Grip wire stretcher, and various forms of Heller's mail boxes, Heller's riding harrow, Heller's Perfect harrow, and Heller's ripping plow, No. 1. These are all illustrated, with sizes, descriptions and prices. This pamphlet will be sent on application.

The Thompson Electric Welding Co., Lynn, Mass., have issued a catalogue illustrating and describing their apparatus for electric welding, tempering, annealing, brazing, forging and shaping of metals.

Remember the Name.

Remarkable! That people will tolerate an unsightly, creaking, bulky contrivance to close their doors.

When building they study and use all the resources and taste in having everything beautiful, the entrance is most important which always extends its silent welcome and is often subject to close scrutiny, and should be noble in its fittings, therefore nothing is too good for it. Bommer Spring Hinges are of the best. They combine utility with beauty, and cost no more.

"Practically unbreakable," says the World's Fair Award.

The Remington Arms Co. have recently made a shipment of shotguns to Japan which are designed for special work. The gauge is 24 and 28, and the length of the barrel 34 inches. These measurements are, of course, very different from the American idea of a sporting arm, and it is supposed that they are intended for killing very small birds used in trimming millinery.

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A Test of the New York Hardware Market.

On Saturday, June 11th, the capabilities of the New York Hardware market were put to a severe test, and met the emergency in a manner that reflected the greatest credit on all concerned. Lieutenant-Colonel Kimball, Quartermaster of the New York Army Depot, has long contended that, for large and immediate shipments, this market was unexcelled. This view has not, however, been allowed to go unchallenged, and there have been many strong protests entered both by the quartermasters and the merchants of other shipping points, as to the comparative merits of shipping facilities, stocks carried, and ability to handle the same promptly. The record of June 11th should quiet all criticism; for, however closely other cities might approach, it would be a practical impossibility to excel it.

On Friday, June 10th, General Miles, at Tampa, Fla., telegraphed Colonel Kimball, of New York, to call for bids for a large quantity of intrenching tools, which were to be shipped immediately upon the opening of the bids. The invitations were prepared and sent to twenty-five of the larger dealers the same afternoon, reaching them in the Saturday morning's mail. Attached to each form was a note, stating that it was desired to ship by express immediately after the acceptance of the bids, and that immediate delivery was of first importance.

The following articles were called for:

1800 Pick Axes, handled. 1800 Handles, extra, for Picks. 2400 Spades, short D handles. 2400 Handles, extra, for Spades. 72 Handled Adzes, carpenters' and R.R. full head, 5 inch cut. 72 Handles, extra, for adzes. 1200 Hatchets, handled, broad or bench, 4½ bit. 1200 Handles for Hatchets. 24 Grindstones, 28 inches diameter, mounted wood, frames for foot and hand power. 24 Sledges, handled, 6 pounds. 24 Handles for Sledge. 48 Hammers, handled, 2 pounds. 48 Handles for Hammers. 24 Cross Cut Saws, 4 foot. 48 Sets Blacksmiths' tools. 48 Sets Carpenters' tools, each set complete in separate box. 12 Portable Blacksmiths' Forges. 60 Kegs Steel Wire Nails, 10d. 60 Kegs Steel Wire Nails, 20d. 60 Kegs 6 inch Spikes. 60 Kegs 8 inch Spikes. 12 Coils Manila Rope, 3 inch circumference. 12 Coils Manila Rope, 1½ inch circumference. 500 pounds Marlin, best. 24 Single Blocks for Rope, 3 inch circumference. 24 Single Blocks for Rope, 1½ inch circumference. 24 Double Blocks for Rope, 3 inch circumference. 24 Double Blocks for Rope, 1½ inch circumference. 12 Triple Blocks for Rope, 3 inch circumference. 12 Triple Blocks for Rope, 1½ inch circumference. 12 Snatch Blocks for Rope, 3 inch circumference. 12 Snatch Blocks for Rope, 1½ inch circumference. (All blocks to be wood, iron strapped, lignum-vitæ sheaves, roller bushed.) 1800 Axes, handled, 4½ pounds, best quality. 1800 Handles for Axes. 30 Bush Scythes, assorted from 24 inch to 26 inch. 300 Riffles for sharpening Scythes. 300 Scythe Snaths, patent bush.

In each case it was necessary to submit samples of the tools bid on, and to state definitely what quantity could be delivered at once.

At 12, noon, Saturday, eighteen bids were opened at the Army Building, and it took until 3 P.M. to inspect samples and consider the prices. The result was that the order was divided among the following six bidders, whose aggregate bids covered the total amount called for, and whose prices and goods were satisfactory: Russell & Erwin Mfg. Co., Topping Bros.; Smith, Lyon & Field; Eyeless Tool Co., A. F. Brombacher and T. N. Motley. The representatives of the successful firms hurried off to their respective houses, and by 8 P.M. that evening the quartermaster's office was notified of the completion of the shipment, and the goods were on their way to Tampa. The accomplishment of this feat on an ordinary week-day would have been a difficult one; and every merchant will realize how much greater the task was, when accomplished on Saturday afternoon, after the street was practically closed.

Russell & Erwin secured about one-third of the whole amount, among which were 1200 spades, 48 sets of carpenters' tools and 300 riffles. Some idea of the amount of work on this order may be gleaned from the way in which the specifications call for the packing of the tools. Each set had to be complete in itself and packed in a separate box. Topping Bros. secured the 48 sets of blacksmiths' tools, adze handles, spades, tackle blocks and sledges. Smith, Lyon & Field supplied 1200 hatchet handles and 1800 axe handles. The Eyeless Tool Co. furnished the picks and handles, which were of the regular R.R. kind, weighing 7 pounds. A. F. Brombacher & Co. supplied 1200 hatchets, 300 bush scythes, 300 snaths and 1200 portable forges, while T. N. Motley delivered 1800 axes, 72 adzes and 24 coils of manila rope.

It is needless to add that the Quartermaster's Department was more than pleased at the expedition with which the shipment was made, and the result will probably be that the New York City market will be relied upon to fill all large orders which demand thorough execution and prompt shipment.

Pelouze Standard Family or Counter Scale.

The Pelouze Scale & Mfg. Co., Nos. 133 to 139 South Clinton Street, Chicago, Ill., are placing upon the market the Standard Family or Counter Sale, which we illustrate herewith. It is made of steel throughout; has a large bras



dial, with good black figures, is ornamented with a nickel rim and provided with a large scoop. In its construction double upright steel supports are used which distribute the weight and insure accuracy. The scales are handsomely japanned and striped. The use of steel throughout in its construction is claimed to be of great advantage, doing away with the customary castings used in scale construction, thus avoiding all possibility of breakage. Retail price is set at $3 each, with liberal discount to the trade.

Michigan Hardware Association.

The third annual meeting of the Michigan Hardware Association will be held at the Hotel Cadillac, Detroit, Mich., July 13th and 14th, 1898. All retail Hardware merchants of the State are cordially invited to attend.

Judging from the fact that the membership has nearly doubled during the past year, and all signifying their intention to be present, we predict that this will be the largest and most enthusiastic meeting that the Michigan Hardware Association has ever held.

Mother—What did your father say when he saw his broken pipe?

Innocent—Shall I leave out the wicked words, mamma?

Mother—Certainly.

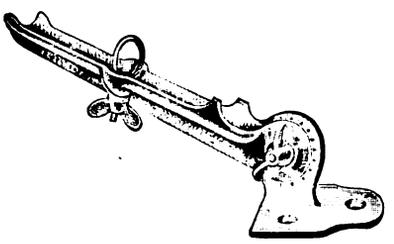
Innocent—Then I don't b'lieve there is anything to tell you, mamma.—*Dublin World.*

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NEW GOODS AND SPECIALTIES.

The Trojan Flag Staff Holder.

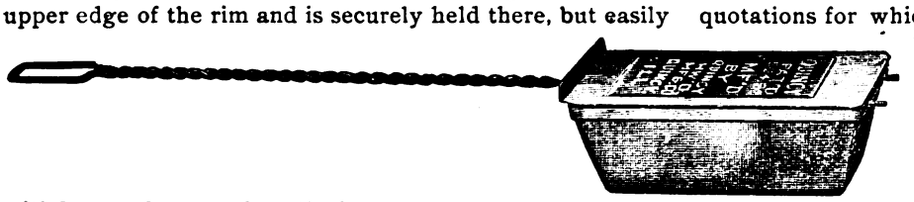
Allerton-Clarke Co., Nos. 97 Chambers and 67 Reade Streets, New York, have been appointed general agents for the sale of the Trojan Flag Staff Holder, which we illustrate herewith. It possesses features of greater value than usual,



being benefited by recent improvements evidently resulting from inventive experience. It is so constructed that it will hold any size of flag staff from one to two inches inclusive, and permits of a longer and more secure grip on the staff than is customarily seen. By an extremely simple adjustment it is possible to hold the flag in any desired position. They are put up in cases holding two dozen, and the list prices are named as follows: Japanned, $8.25, and galvanized, $9 00 per dozen, the trade discount on which will be given on application.

Climax and Quincy Corn Poppers.

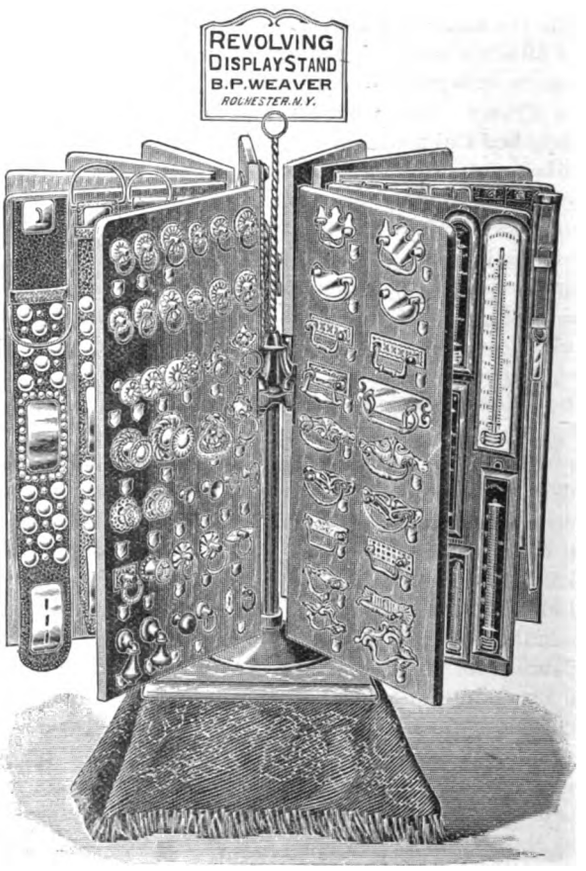
Now that the heat of summer is beginning to be felt, the thoughts of the Quincy Hardware Mfg. Co., Quincy, Ill., seem to have been turned towards Corn Poppers, which have their season in August and September. During the past week this firm has sent us samples of both their patent "Quincy" and "Climax." The former is made of very strong parts, the bowl of which is moved by means of small gear wheels attached to the attractive stained wood handle. This gear motion does away with the tiresome shaking of the popper, which of late years has almost done away with the popping of corn about the family grate, on disagreeable November nights. The lid is made either of tin or wire, and is so attached that it cannot come off or open while the corn is popping, but when the operator wishes to empty the bowl it is a very simple matter to remove the lid. The "Climax" is made entirely of metal, and is much stronger than the ordinary cheap popper, the bowl being made of hard Hardware cloth, with solid tin all the way around. The tin lid slides in a groove on the upper edge of the rim and is securely held there, but easily



withdrawn after popping; the handle is made of twisted tinned wire, with forked ends. These extend through the rim and go through the bowl, thus greatly strengthening it. A small wooden grip is fitted on the other end. The points which struck us as being superior in this popper were the strength of all parts and the wire handle, as in some poppers when the handle is made of wood the heat from the coals soon chars and destroys the handle, and then the popper is of no use. This is not the case with the "Climax," which is the only popper on the market gotten out in this way. The "Quincy" also has wire forks and does not have the wooden handle up over the coals.

Weaver's Revolving Display Stands.

B. P. Weaver, No. 252 Monroe Avenue, Rochester, N.Y., is placing upon the market the Weaver Revolving Display Stand, which we illustrate herewith. It is so constructed



as to give 50 square feet of sample surface in a compact and convenient form. Goods can be displayed upon it in a very inviting manner, which, while interesting the customer, will also save the merchant much valuable time. There are twelve boards, each 12x25 inches, so hinged as to be readily removed either for the purpose of changing the samples, or making an adequate show window display. Stands can be furnished with a less number of boards than twelve, or smaller or larger than the standard size, 12x25, quotations for which will be given on application. The boards may be had in chestnut or black walnut stain, but the regular style is shellac finish. The stand is so constructed as not to be top heavy, the hangers having low bearings, and the weight being transferred to the base by a seamless steel tube, encased and revolving about a shafting formed of a rod of steel set in the base. The stand is adapted for many other lines of goods besides Hardware, and by simply lifting off the boards needed more than one person can be shown goods from the same stand. The price of these revolving stands is $10, boxed, f. o. b., Rochester, with a liberal discount to the trade. Any further information regarding these desirable auxiliaries to a Hardware store will be gladly furnished by addressing as above.

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The Scranton Improved Nail Puller, 1898 Model.

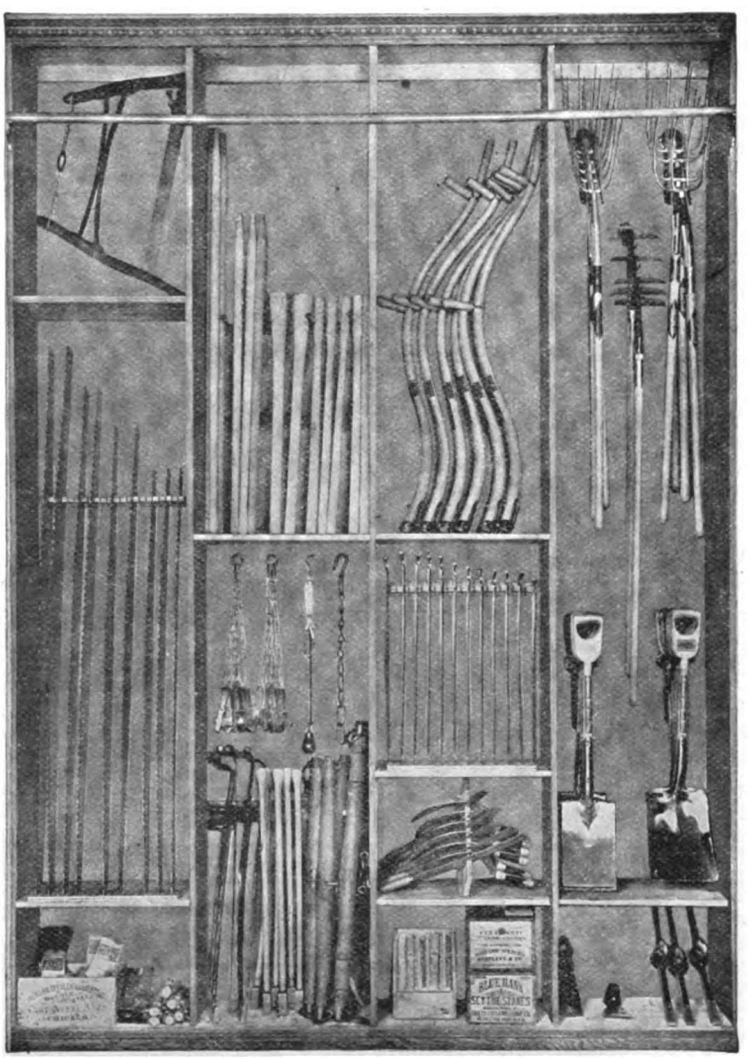
We herewith illustrate the Scranton Improved Nail Puller No. 2, as manufactured by The Scranton & Co., New Haven, Conn. This Puller, as illustration will show, is so constructed that it will not roll, and a metal guard is shrunk on the shaft, which prevents the operator from hurting his hand. In this Puller the manufacturers have done away with the old fashioned concealed spring which caused so much trouble when it broke, and have substituted a flat steel spring which it is almost impossible to injure, and which can be readily replaced by the party using the Puller should it from any cause become broken. These



are all new features used under Scranton patents, and will be thoroughly appreciated by parties who have occasion to pull nails. The workmanship and material in these Pullers will be found the same as in the Pullers which this firm have manufactured for the past ten years, and cannot be improved upon. These Nail Pullers, in connection with the other styles manufactured by The Scranton & Co., are being placed on the market through Alder & Boyd, No. 37 Warren Street, New York city, for New York city and export, and through J. C. McCarty & Co., No. 10 Warren Street New York city, in all territory outside of New York city. Either of the above firms will promptly furnish full description with prices.

Steel Goods, Handles, Etc, Cabinet.

The J. D. Warren Mfg. Co., Nos. 152–158 Lake Street, Chicago, have added to their modern style of Hardware shelving a Cabinet which completely ends forever the ragged, unkept form of Hardware stores in the back of the retail room where such goods as handles, neck yokes, whiffle trees, post mauls, hay knives, shovels, spades, forks, etc., are found mixed up indiscriminitely, so that the merchant scarcely knows what he has in stock, and also subjecting the goods to much injury from dust, dirt and rust from floor sprinkling. This Cabinet consists of firm upright standards with adjustable shelves, permitting any height space desired being formed, thus providing suitable space for any goods, or articles, regardless of size. Various kinds of suitable devices are made to hold each article in place, for instance, spring clasps to hold scythes firmly in place; circular crescent brackets for handles; notch brack-



ets for crosscut saws, etc. The style of this Cabinet gives to each class of goods a complete compartment. Snaths, scythes, grass hooks and scythe stones are nicely kept in one, while in another are found wood saws, cross-cut saws, saw handles, wedges, etc., and so on, thus forming a completeness of arrangement in the shelving of everything from A to Z in the Hardware line which will give to the store that complete finished appearance and practical convenience, with a place for every item kept from danger, thus enabling one to instantly know whether the article inquired for is in stock or not, embodying this special distinctive feature that has characterized the Warren Shelving from the beginning. This Cabinet extends from the floor to a point even with the top of the other shelving, matching in and being as solid, the same as all their Cabinets are. Mr. Warren informs us that he has carefully looked over a catalogue of one of the largest jobbers and he finds there is no article of Hardware goods he has not provided for.

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SOUTHERN HARDWARE JOBBERS' ASS'N.

The officers and members of the Southern Hardware Jobbers' Association know a good thing when they see it.

This most excellent faculty has always been well exercised in the selection of points at which to hold their annual gatherings, and never to better effect than in the June meeting of 1898. The point chosen upon this occasion was that comfortable point, Old Point Comfort, down on the Virginian coast, with Fortress Monroe frowning upon one hand, the patrol boats before them, the mines filling the harbor, and yet with never a thought or fear of Spanish aggression in the mind of any. It was an ideal place for the conclave, and the great Hotel Chamberlin made most comfortable and commodious headquarters.

The members, their guests, the manufacturers, and the ladies who accompanied both members and guests, owned the hotel and all the surroundings—and for once, even the many brides, with their happy husbands, were compelled to occupy a seat in the second tier.

President Barnett and Secretary Carter were on hand at an early hour on Tuesday, to welcome the members and guests, and were ably reenforced by the members of the reception committee as they arrived. The afternoon and evening of the day were spent in social converse, and the making of acquaintance, while a number took carriages and cars to the many points of interest in the neighborhood.

COMMITTEES AND MEMBERS.

The arrangements for the convention had been carefully made, and a complete programme, the cover of which is shown in this connection, had been printed. In this was found a list of the officers and committees, the full programme of the three days' sessions, and a full list of members, all of which are here reproduced:

OFFICERS:

President: G. W. Barnett, Teague, Barnett & Co., Montgomery, Ala.

First Vice-President: J. J. Mandlebaum, Fones Bros. Hardware Co., Little Rock, Ark.

Second Vice-President: John Donnan, W. S. Donnan & Co., Richmond, Va.

Secretary-Treasurer: C. B. Carter, Montgomery, Ala.

EXECUTIVE COMMITTEE:

W. A. Parker, Beck & Gregg Hardware Co., Atlanta, Ga.
W. E. Gibbins, Woodruff Hardware Co., Knoxville, Tenn.
J. D. Moore, Moore & Handley Hdw. Co., Birmingham.
A. B. Palmer, Palmer Hardware Co., Savannah.

TRANSPORTATION COMMITTEE:

W. E. Newill, King Hardware Co., Atlanta, Ga.
T. W. Gathright, May & Thomas Hdw. Co., Birmingham.
W. S. Robertson, Watkins-Cottrell Hdw. Co., Richmond.

MANUFACTURERS' COMMITTEE:

G. R. Vaughn, Barney-Cavanagh Hdw. Co., Mobile, Ala.
F. S. Gray, S. B. Hubbard Co., Jacksonville, Fla.
B. T. Haynes, Rome Hardware Co., Rome, Ga.

GRIEVANCE COMMITTEE:

Chas. H. Ireland, Odell Hardware Co., Greensboro, N. C.
Bruce Keener, C. M. McClung & Co., Knoxville, Tenn.
R. E. Bell, R. E. Bell, Weatherford, Tex.

MEMBERSHIP COMMITTEE:

A. P. Duncan, McLendon, Duncan & Co., Waco, Texas.
O. B. Barker, Barker-Jennings Hdw. Co., Lynchburg.
J. H. Fall, J. H. Fall & Co., Nashville, Tenn.
Geo. E. King, King Hardware Co., Atlanta, Ga.
N. A. Gladding, E. C. Atkins & Co., Memphis.

PRESS COMMITTEE:

A. B. Palmer, Savannah.
C. H. Watkins, Richmond, Va.
J. H. Watters, Norfolk, Va.

RECEPTION COMMITTEE:

Irby Bennett, Chairman.
A. W. Bond, Bond & Tabb Bros.
C. L. Campbell, Peck, Stow & Wilcox Co.
R. D. Carver, Cincinnati Barbed W. F. Co.
Tom Ellis, Hermann Boker & Co.
F. H. Forman, American Steel & Wire Co.
C. M. Fouche, Knoxville, Tenn.
T. H. Gossett, Jno. H. Graham & Co.
Joe Grubb, Hussey, Binns & Co.
Geo. H. Harper, Matthai, Ingram & Co.
J. M. Hottel, G. & H. Barnett Co.
A. L. Hunt, Richmond, Va.
H. B. Lupton, Oliver Wire Co.
O. C. Mead, No. 93 Reade Street, New York.
C. T. McKinnie, Stanley Works.
Guy Mitchell, Mallory-Wheeler Co.
G. A. Seaver, John Russell Cutlery Co.
Fred Seeley, Wiebusch & Hilger.
Wm. Skirving, Samuel Cupples W. W. Co.
W. P. Smith, J. C. McCarty & Co.
R. D. Turwiler, Wallace Bros.
D. M. Walke, Keen & Hagerty Mfg. Co.
F. C. Wheeler, Hermann Boker & Co.
Chas. H. Weir, Wier & Wilson.
J. K. Wilson, Wier & Wilson.

SERGEANT-AT-ARMS.

H. H. Beers, Schmachtenberg Bros., New York.

Programme . . . .

8th Annual Convention

of the

Southern Hardware Jobbers' Association

June 15th, 16th and 17th 1898

Hotel Chamberlin Old Point Comfort, Va.

ORDER OF BUSINESS.

Morning session, Wednesday, June 15th.

Delegates and visitors will please assemble in the Convention Hall promptly at 10 A. M.

Meeting called to order by the President.

Chorus: "America."

Address of Welcome by the President.

Calling of Roll.

Distribution of Badges.

Report of Reception Committee.

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DELEGATES TO THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION, AND THEIR GUESTS.

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Informal Reception of Manufacturers and Jobbers.
Adjournment of Manufacturers and their representatives.

Annual Address of the President.
Reading of Minutes of 1897 Convention.
Report of Secretary-Treasurer.
Report of Transportation Committee.
Report of Grievance Committee.
Report of Manufacturers' Committee.
Report of Membership Committee.
Report of Scovil Hoe Committee.
Report of Handled Hoe Committee.
Appointment of Special Committees.
Communications.
Miscellaneous Business.

Afternoon Session—June 15th.

Joint Session of Manufacturers and Jobbers.
Reading of papers:

MANUFACTURERS' RELATIONS TO THE JOBBERS.
Mr. Jas. B. Oliver, of Oliver Iron & Steel Co., Pittsburg.
Mr. Jas. D. Foot, of Kearney & Foot Co., New York.

JOBBERS' RELATIONS TO THE MANUFACTURERS.
Mr. O. B. Barker, of Barker-Jennings Hardware Co., Lychburg, Va.
Mr. J. D. Moore, of Moore & Handley Hardware Co., Birmingham, Ala.

DISCUSSION.

Opening of the Question Box.
General Discussion.

Morning Session—June 16th (Executive.)

Reading of papers:

CREDIT, Mr. F. R. Boocock, Secretary, National Association of Credit Men.

DISCUSSION.

A DELINQUENT LIST OF ACCOUNTS,
Mr. W. A. Parker, of Beck & Gregg Hardware Co., Atlanta, Ga.

DISCUSSION.

Opening of Question Box.
General Discussion.

Afternoon Session—June 16th (Executive.)

Reading of papers:

HARDWARE JOBBERS' ETHICS,
Mr. Frederick Orgill, of Orgill Bros. & Co., Memphis.
Mr. Chas. H. Ireland, of Odell Hardware Co., Greensboro.
Discussion Opened by Mr. Geo. E. King, of King Hardware Co., Atlanta, Ga.
Opening of Question Box.
General Discussion.

Morning Session—June 17th (Executive.)

Reading of papers:

OUR UNPROFITABLE GOODS AND WHAT SHALL WE DO WITH THEM? Mr. John Donnan, of W. S. Donnan & Co., Richmond, Va.

HOW TO MAKE THE HARDWARE JOBBING BUSINESS MORE PROFITABLE, Mr. J. J. Mandlebaum, of Fone Bros. Hardware Co., Little Rock, Ark.

Discussion Opened by Mr. Jas. Moroney, of Moroney Hardware Co., Dallas, Tex.
Opening of Question Box.
General Discussion.

Afternoon Session—June 17th (Executive.)

Miscellaneous Business.
Opening of Question Box.
General Discussion.
Reports of Special Committees.
Election of Officers.
Selection of place for next Annual Convention.
Adjournment.

LIST OF MEMBERS.

Alabama. Anniston Hardware Co., Anniston; May & Thomas Hardware Co., Birmingham; Milner & Kettig Co., Birmingham; Moore & Handley Hardware Co, Birmingham; Barney-Cavanagh Hardware Co., Mobile; Cunningham Hardware Co., Mobile; D. M. Snow & Co., Montgomery; Teague, Barnett & Co., Montgomery; Teague & Sons, Montgomery. Tullis Hardware Co., Montgomery.

Arkansas. W. W. Dickinson Hardware Co., Little Rock; Fones Bros. Hardware Co., Little Rock.

Florida. The S. B. Hubbard Co., Jacksonville.

Georgia. Athens Hardware Co., Athens; Anderson Hardware Co. Atlanta; Beck & Gregg Hardware Co., Atlanta; Clark Hardware Co., Atlanta; King Hardware Co., Atlanta; F. I. Stone & Co., Atlanta; Culver & Corbin, Macon; Dunlap Hardware Co., Macon; Rome Hardware Co., Rome; Edward Lovell's Sons, Savannah; Palmer Hardware Co., Savannah; J. D. Weed & Co., Savannah.

Louisiana. W. A. Pleasants Hardware Co., Limited, Shreveport.

Mississippi. Melton Hardware Co., Meridian.

North Carolina. Charlotte Hardware Co., Charlotte; Odell Hardware Co., Greensboro.

South Carolina. Marshall, Wescoat & Co., Charleston.

Tennessee. Mitchell, Powers & Co., Bristol; E. C. Atkins & Co., Chattanooga; Magill Hardware Co., Chattanooga; S. B. Luttrell & Co., Knoxville; C. M. McClung & Co., Knoxville; Woodruff Hardware Co., Knoxville; E. C. Atkins & Co., Memphis; Orgill Bros. & Co., Memphis; Thomas, Barnes & Miller, Memphis; J. H. Fall & Co., Nashville.

Texas. Moroney Hardware Co., Dallas; F. W. Heitmann & Co., Houston; H. S. Bettes Hardware Co., Paris; Roberts, Hardwicke & Taylor Co., Sherman; McLendon, Duncan & Co., Waco; R. E. Bell, Weatherford.

Virginia. Barker-Jennings Hardware Co, Lynchburg; Watters & Martin, Norfolk; Paul R. Howard, Norfolk; Charles Leonard, Petersburg; W. S. Donnan & Co., Richmond; Watkins-Cottrell Hardware Co., Richmond.

THE FIRST SESSION

was held in the circular auditorium on the shore at the rear of the hotel—an ideal place for a gathering of this character, and was called to order at 11 A. M., on Wednesday, by President Barnett.

The first number upon the programme was the singing of "America," in which all joined with patriotic enthusiasm, the jobber of Texas and the manufacturer from New England standing shoulder to shoulder and pouring forth their souls in the expression of those sentiments which mark the final and complete reunion of a once-divided people.

AN ADDRESS OF WELCOME,

very appropriate in its sentiments and cordial in its expressions of good will, was then delivered by President Barnett, in these words:

Ladies and Gentlemen: I feel it an honor, and it gives me a great deal of pleasure, to greet and welcome you to this the eighth annual convention of the Southern Hardware Jobbers' Association. We are certainly glad to see you all here.

To these good ladies we feel especially indebted for their presence. We are grateful for the honor you confer upon us. You add greatly to our pleasures. You stimulate and encourage us to do our very best. You help us in every way. We thank you truly for your coming, and wish you all the joy possible, and hope that year after year you will meet with us. You will always be greeted with a hearty welcome.

To our gentlemen friends: We trust you will also feel a hearty welcome, and be at home with us. We see before us quite a good many familiar faces, some of you friends for many years: some of you we meet perhaps for the first time, yet in business to most of us you are not strangers. As we meet then, as friend with friend, let each of us endeavor to deepen and broaden that friendship, that wholesome regard and brother feeling between us as manufacturers and jobbers, that should exist always between man and man. We all came here for a purpose. We expect to get something. What we get will depend largely upon ourselves. If we expect good fellowship, we must give good fellowship. If we expect to make friends, we must show ourselves friendly. If we expect to have a good time, we must make others have a good time. We cannot expect something for nothing. Then let us all enter into the exercises of the hour in a spirit of good will and friendship, and a hearty hand shake, with a determina-

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tion that we shall know every one in the house. We hope everybody will feel he is a component part of this meeting, and feel a personal responsibility for the success of the hour and occasion.

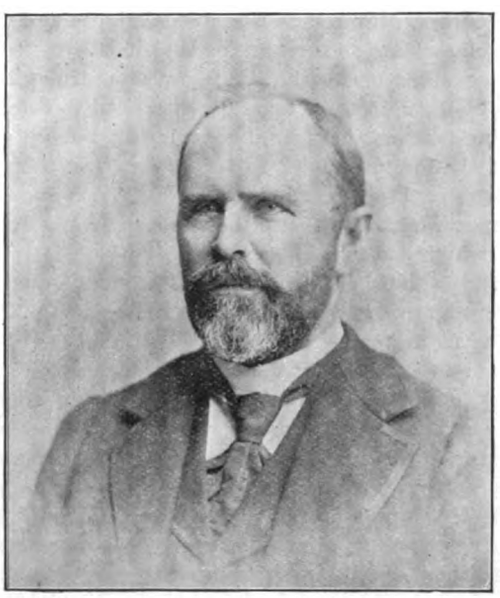
Organizations are grand things, if their purpose be good. In the organization of our Association, the chief aim was to create and cultivate a spirit of friendship and good-will between ourselves as competitors, as set forth in our constitution. Before our organization, perchance we did not know our competitors in the nearest neighboring city, and when we heard anything of them that was not truly bad, we always took it with a grain of allowance; the bad things we heard, we accepted as true. How much like human nature!

We are happy to-day to tell you these things have changed—all the result of organization—and particularly so of our annual meetings. It is here we learn that our competitor is just as smart, just as well liked, just as honest and as much of a gentleman as we are; and we have learned that we do not only like our competitor, but learn to respect and love him as a brother. These conditions are direct results of annual conventions. We mention these things to emphasize the importance of our members particularly attending every annual convention. We regret we should have one single member absent. We have, therefore, invited you—our manufacturers and other friends present—to come and partake with us of the love feast, so to speak.

If it is good for competitors to be friends and have fellowship, we cannot see why the same good feeling and friendship should not exist between manufacturers and jobbers. Our interests are mutual. As manufacturers you cannot do without the jobber; as jobbers, we cannot do without the manufacturers; therefore our interests are mutual. To further this end our executive committee thought it wise not only to invite the manufacturers, but to set apart a half a day for a joint meeting of the manufacturers and jobbers, at which time we could discuss the relations existing one to the other, and to this end we shall have at least two papers from either side; and from the character, reputation and known ability of the gentlemen to read these papers, we can assure you we have something rich in store for you. This joint meeting will be held this afternoon. This is a very deep and broad question, full of thought and interest to us all, and we hope every one present—member and visitor—reception committee as well—will feel perfectly free to express your views. We want the discussion to be full, free and frank. We feel that much good will come from the discussion of this subject. We all need counsel and education on this line of thought. We fear that most of us come short of that true standard of measure expected of the Hardwareman. If, then, after we have discussed the subject fully and you prove to us as jobbers we have fallen short of that high standard, then we must get up on that true standard expected of the Hardwareman.

As Hardware manufacturers and jobbers we should feel proud of our calling, or profession, for such it is. We represent a branch of commerce that stands pre-eminently at the top, so known and admitted the world over. We represent a profession that requires more patience, more hard work, more close attention, more detail, more forethought, more figuring, more capital, more sagacity, more real ability and, I might add, more common sense, than any other known business. We represent a profession that has less failures, less of things that are small (in men), less of trickery, less of dishonesty. We represent a profession known as the barometer of commerce—the index finger pointing us to better times or worse. We all remember the boom of 1879. The great iron and steel industries of our country were the first to warn us of what was coming; so likewise in recent years as we saw decline after decline in the products of our mines and rolling mills, we saw and sadly experienced the trying times through which we have all passed. What of the future? Can we not all imagine we see once more glimpses of the silver lining of prosperity? Although our country is just now engaged in a little unpleasantness, we all have the confidence and ability in our country with its vast resources and the patriotism of our people to feel we shall not suffer materially, but that we shall soon come out victorious—things improved and continue to improve until we shall see better days.

I would like to add just here that we should all feel grateful for the way in which the President of our united country has handled the great question now before us. To my mind he has acted thoughtfully, discreetly, wisely, courageously, patriotically, nobly, well becoming the exalted position he holds. Some have thought differently. He was in possession of all the facts and condition of things. I was not, therefore I have been and am still willing to trust our President's good judgment and patriotism to do the right thing at the right time and at the right place. War at best is full of horrors and should be avoided if possible—honorably, however. Since it is upon us, can we not see some unmixed evil in it? We stand to-day as a people re-united as we have never been. We may differ in politics, we may differ on the money question, we may differ as to whether we should have gone to war with Spain, we may differ on any or all internal questions, we may differ even on the prices and terms on Hardware, but when it comes to country, we know no difference; we know no East, no West, no North, no South, we know but one Country, one Flag, one People.



PRESIDENT G. W. BARNETT.

The final sentiments of the president's address were received with hearty and vigorous applause.

The call of the roll was next in order, and showed that a goodly numbers were present.

The reception committee then distributed the badges to the members and their guests. These were some five inches in length, made of white corded silk ribbon, with a red and blue bow at the top, attached to which was a small American flag. A fringe of heavy gold braid was attached to the bottom. Printed upon the badge, in plain gold letters, was the inscription found upon a reproduction of the badge elsewhere.

The report of the reception committee was tendered by Irby Bennett, chairman, whose address was informal and full of fun, and who brought down the house with his witty hits. The president then called upon the following gentlemen for impromptu speeches, which were of the

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same tenor as that of Mr. Bennett: William W. Supplee, president of the National Association, Samuel Disston, of Henry Disston & Sons, Philadelphia; T. James Fernley, secretary of the National Association; Jas. D. Moore, of the Moore & Handley Hardware Co., Birmingham, Ala.; Richard R. Williams, of the *Iron Age*, and James H. Kennedy, of *Hardware*, New York.

THE AFTERNOON SESSION

of Wednesday was a joint gathering of the manufacturers and jobbers, and was called to order at 3 P.M. It was devoted to the presentation of papers, written from the position of both of these important lines of trade.

The first two were upon the subject of "The Manufacturers' Relations to the Jobbers." The first one read had been prepared by James B. Oliver, of the Oliver Iron & Steel Co., Pittsburg, and in his absence, was read by H. B. Lupton, of the Oliver Wire Co., Pittsburg. It was as follows:

ADDRESS OF JAMES B. OLIVER.

While the invitation of your worthy president confines me to the above subject, and by inference debars me from the converse proposition of the jobbers' relation to the manufacturers, I find that the mutual rights and duties of the two classes are so interwoven that it is next to impossible to consider one without giving some thought to the other. I will, therefore, take the liberty of to some extent wandering from my text, and considering not only the relation of the manufacturer to the jobber, but their mutual relations to each other.

The manufacturer owes to the jobber certain duties, the chief of which are as follows:

First: He should furnish goods of standard quality, and as a means to this end should avoid the use of a low order of either raw materials or labor.

Second: In small details, such as the size and style of packages, manner of packing, etc., he should conform as far as practicable to the wishes of the jobber, who is one step nearer to the consumer than he, and is therefore presumably better able to judge what will please the public.

Third: He should protect his jobbing customers, either by refusing to sell at all to dealers and consumers or by selling to them only at such advanced prices as will enable the jobber to fairly compete with him. The large jobber is the very best ally that a manufacturer can have. He saves him an enormous expense in the way of traveling salesmen, and through his agency the manufacturer finds it possible to introduce his wares into territories where, otherwise, they would never be heard of. The jobber is fairly entitled to this trade, the result of his industry and enterprise; and the manufacturer is bound by all the rules of honesty and fairness to avoid seeking it.

Fourth: He should not overload his order books to such an extent as to be unable to fill orders in a busy season with a fair degree of promptness.

Fifth: If he should be so unfortunate as to sell goods to a jobber at a low price on a rising market, he should take his medicine like a man and not set aside such orders in favor of orders taken afterward at higher prices.

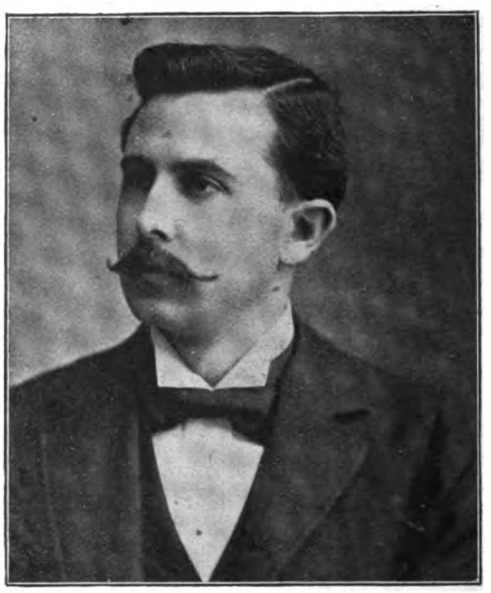
Sixth: He should at all times and under all circumstances give 2000 pounds to the ton.

While there may be some exceptions, I think all jobbers will confess that the manufacturers as a rule adhere with a fair degree of strictness to the lines above laid down, with the exception, perhaps, of the fourth proposition. It must be confessed that many manufacturers are prone to accept more orders than they can possibly fill within a given time, causing thereby, in some instances, considerable embarrassment to their customers as well as to themselves. This custom, however, is largely the fault of the jobbers themselves, many of whom enter into contracts for the purchase of goods of which they intend to take only a part unless the market turns largely in their favor. If, therefore, the manufacturer lives up to the above rules of conduct, the jobber certainly in return therefor owes to him certain duties, for business is not based upon sentiment, and no man in these degenerate days is willing to give something for nothing. I would enumerate the following as the principal duties which the jobber owes to the manufacturer:

First: He should not buy more of any article than he needs, and when he does buy it, he should specify for it at the times and in the manner provided for in his contract of purchase, and take it whether his trade demands it or not. When the manufacturer contracts for his raw material he is compelled to take it whether he wants it or not, and there is no reason whatever for making the jobber's contracts more elastic or less iron clad than the manufacturer's.

Second: He should pay for his goods promptly in accordance with his contract, and if he aims to discount his bills he should always remember that ten days means ten days, and if he cannot raise the money within that time he should allow the entire sixty days to run and waive the discount.

Third: If he has a man about his establishment whose duty it is to work up fictitious claims for shortage, dam-



C. B. CARTER, SECRETARY-TREASURER.

aged goods, etc., he should at once save expense and discharge him. The habit of some few jobbers of making such claims is well known to the manufacturers, and I think I am safe in saying that in the long run these men pay dearly for indulging in such questionable practice.

Fourth: The relations between the individual manufacturer and the individual jobber should be as close and intimate as possible, and to accomplish this it seems to me that it would be infinitely better if each jobber would look after the purchase of his own goods, and not parcel this duty out wholesale through the medium of so-called syndicate buyers. There must, of course, be some advantage in method of buying, otherwise it would not be followed by so many houses whose standing is of the highest and whose business acumen is a matter of common remark, but its advantages are, to my mind, more than overbalanced by its drawbacks. In the first place it throws all the buyers in any one syndicate into a common herd, and gives to the jobber whose business is limited and whose credit is questionable, the same advantage in buying, and to a great extent the same prices and terms, as are enjoyed by the strongest and best in the syndicate. I am aware that this statement will be questioned, and that the represensatives of the syndicates will assert that they divide their clients into classes, and that all are not entitled to the same privileges, etc., but human nature is the same all the world

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over, and it is only fair to suppose that all the knowledge absorbed by the syndicate buyer will eventually find its way into the offices of all his clients. I personally know of a number of the largest and best manufacturers in Hardware lines, who absolutely refuse to give any prices to syndicate buyers, and of others who never under any circumstances will name them their best prices, reserving these only for those jobbers who act for themselves.

The relation between the manufacturer and the jobber is one of mutual interdependence. The large manufacturer would find it next to impossible to market his goods without the assistance of the jobber. On the other hand the large jobber is dependent on the manufacturer for his supply of staple articles, and to a certain extent is compelled to rely on the forbearance and good faith of the manufacturers in the protecting of his trade. Mutual fair dealing should, therefore, be the rule on both sides. Neither one should attempt to make too much out of the other, but a fair conservative profit should be divided between them. Above all their intercourse with each other should be marked by courtesy and kindness, and this, with a desire for fair dealing on both sides, will invariably insure the maintenance of both pleasant and profitable relations between them.

I regret exceedingly that I have been unable to present this paper in person, and hope that at an early meeting I may have the pleasure of meeting with the members of the Southern Hardware Jobbers' Association.

The second of these dual papers had been prepared, and was read, by James D. Foot, president of the Kearney & Foot Co., New York, and was, in full, as follows:

ADDRESS OF JAMES D. FOOT.

Gentlemen of the Southern Hardware Jobbers' Association: While I look upon the request of your president, that I should read this paper before you as a body, as one of the important incidents of my life, I must frankly admit that I do so with some trepidation, fearing that unintentionally in making the argument for the manufacturers, I may say some things which on their first reception may not meet with your approval. But I sincerely believe that in a representative body of this kind, frankness will go farther than flattery, and I am willing to take my chances on this understanding, to merit your careful attention in what I have to say.

Some years ago the relations between the manufacturers and jobbers were somewhat strained, each being inclined to meet the other at swords' points. It is now my belief, and I am glad to state it, that a far more liberal feeling for each other exists, as is witnessed by this present assemblage.

There is no question but what the manufacturer must recognize the jobber as his best medium for disposal of stock; still it will not do for the jobber to feel, that through him only can the manufacturer do business.

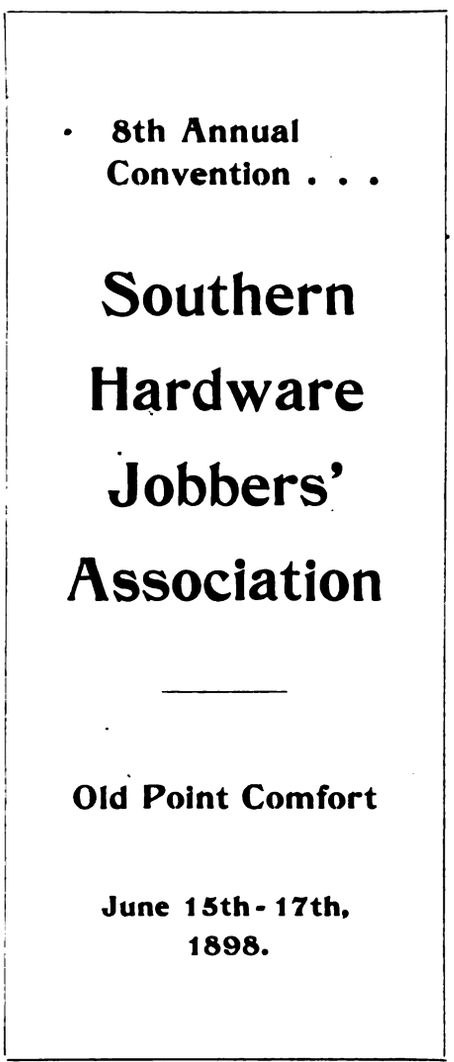
Entering upon the subject for consideration, I would ask what constitutes the jobbers, and on what basis shall the manufacturer treat the jobber as to price? I will assume a firm or company employing a certain amount of capital, say $100,000, this being the minimum, and the largest sum above this is to be the maximum, say $300,000. Between these two extremes are perhaps the majority, with a capital of perhaps $200,000. Now, gentlemen, I am confronted by your Association, made up of these classes. Tell me, is a firm of small capital entitled to the same prices as a firm of large capital, and if extremes should not govern the decision? Is he to make a price to the firms of average capital, and have that price apply to all?

Am I not right in asserting that whichever position the manufacturer takes, it would be contested by all three grades, as unjust to each particular class?

Will you decide this question for the manufacturer, or if you cannot formulate a plan satisfactory to all, then at least be lenient with the manufacturer, who tries his best to equalize for all. I leave this question and points bearing on it for your digestion.

In many ways manufacturers are tried in their loyalty to the jobbers, by the tendency of some of the latter to use questionable methods, both with the manufacturer and his fellow jobbers in trade, thereby gaining temporary pecuniary advantages for themselves.

To elaborate this statement necessitates my referring to one method. The dealer desires to purchase a certain line of goods on which he has limited sale at the lowest prices, which necessitates a quantity purchase. What will he do? He has several resources, all of which injure some manufacturer or some brother jobber. He will either act through some syndicate buyer, or purchasing the quantity, unload



THE MEMBERS' BADGE.

his surplus at a small margin of profit in some other jobber's territory.

Some jobbers may combine to buy the quantity necessary to command the lowest prices, but if knowledge of their transaction becomes public, the manufacturer is condemned for allowing such a deal on his goods. I would ask the jobber to supply a remedy for these abuses.

Again, on special lines of Hardware, manufacturers, through the competition of others in their line, sell direct to the large consumers. They would rather their jobbers took this order, but find two obstacles to contend against: the competitor in their own line who will cater to the consumer on small margin of profit and the consumer who claims his orders are large, his cash as good as any, and a firm decision that there can be no middleman in his deal. Under these conditions, is the manufacturer to step aside, and in loyalty to the jobber, let the other manufacturer have it? He should hardly be called upon to make these sacrifices, and many of our best manufacturers in builders Hardware decline to do it.

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I am forced to contend that competition between jobbers does more to reduce prices than does the competition of manufacturers with each other. How familiar all manufacturers are with the first question asked when they come together to sustain prices and increase them: "How are stocks in the hands of jobbers?"

Too often they have seen jobbers break the market instead of selling from the stock on hand at advanced prices for a good profit. Manufacturers have been the best of friends with jobbers in the past, by trying to meet every cut they have made, by a little further reduction in prices. This has been done by reduction in cost of labor, material and the introduction of labor-saving machinery.

But the point has now been reached, where it is impossible to further curtail the cost of production, and it is imperative that the jobber should now hold for a living profit on his stock, otherwise he must go to the wall or join the retailers. He is beyond further help from the manufacturer, in the way of lower prices, for that gentleman "has troubles of his own," and self-preservation is heaven's law.

Every manufacturer recognizes the fact that jobbers are put to large clerical expenses by having travelers on the road. This in contra-distinction to a large retailer who may have the same amount of capital in business as the jobber and yet dispose of it by direct sale over his counter, but at no expense for traveling salesmen. Some might say that this was the retailer's good fortune, but probably the majority of manufacturers will agree that if jobbers are put to special expenses through travelers to dispose of the manufacturer's wares, they therefore are entitled to better prices than large retailers, to protect them against this additional expense of travelers.

Changes of position between the manufacturers and the jobbers have been quite marked in the past few years, through the establishment of jobbers' sectional associations throughout the United States. It is now possible for the manufacturer, by putting himself in connection with these associations, to come much closer in touch with the requirements of the jobbers, and if conditions necessitate it, he has that very formidable and important body, the National Association, to which he can refer for guidance and assistance for properly protecting his interests and those of the jobbers as against each other.

I cannot too strongly commend the establishment of these associations, which tends to broaden the sphere of the jobber and materially assist the manufacturer. Let me make this a point for your consideration. Manufacturers will be naturally more prone to assist such jobbers who take a vital and close interest in manufacturers' product, than they would with such jobbers who look merely upon the manufacturers in any special line as a base of supply which they can draw upon if so inclined, and change off to some other, through any whim or fancied wrong.

The jobber must learn to believe that in order to get the best results from the manufacturers, he must try and place himself so close to the mauufacturer that each will work in the other's interest. If his efforts are spread out too thin by trying to represent several manufacturers on one line of goods, he will be apt to get only mediocre treatment from any of these manufacturers.

Manufacturers expect and believe that where they give up a certain territory to a jobber, it is only loyal to the manufacturer that the jobber should *absolutely* devote his attention to the introduction of that line to the exclusion of all others. If the jobber is not prepared to do this, he has not a right to make demands on the manufacturer for exclusive territory or special consideration.

There is much in the nature of special brand that should be attractive to the jobber. If he considers it, two points must be carefully dwelt on:

First—To be assured that the manufacturer will give him in every way as good an article under a special brand as he, the manufacturer, would put out under his own.

Secondly—Has the jobber an outlet for sufficient goods of any one kind to warrant him in asking the manufacturer to make up a special brand for him?

With these two questions satisfactorily answered, the writer is of the opinion that permanent success can be made to follow a trade laid down on these lines.

The great advantage to the jobber is that in working to introduce this brand of his own, he increases sale thereof, and he practically puts so much more capital into his business, for if the brand is trade marked, it in time becomes well known, and if the goods are satisfactory, will be popular. When once the retailer or the consumer finds that a uniformly good article can be obtained under any special brand, he is always prone to ask for it when buying and also speak of it to others. All of this tends to an insidious advertising of the article, and in time the retailer and the consumer are firmly convinced that the jobber is practically the manufacturer of it.

To illustrate: Going back forty five years, when English imported files held the market, a large retail house in New York, under the name of one of its heads, imported a brand of files made by Butcher of England, known as the J. H. White file. Making quality their first consideration, they won such a reputation on this file, that in 1873 or 1874, when English brands of established reputation such as Butcher, Spencer, Jowett & Moss & Gomble were on the wane, and I was busily unloading a stock of over $40,000 of imported files, still, the "White" file had a local market commanding its price and selling to the consumer well up in the thousands, and this last year imported from $500 to $1000.

A jobber equipped with a special brand gets better prices and has an article to sell that competitors can only obtain through him. While speaking on this point, I now have in mind one of the largest jobbers in the United States who takes enough in one line of Hardware to keep one manufacturing establishment of 100 hands busy the year round, and his trade from its inception, of $10,000 a year, is now $75,000, and under this special brand shows a continually increasing growth.

I, therefore, as a manufacturer, commend this argument to the consideration of the jobbers, who are fitted and equipped to properly handle special brands.

Manufacturers owe much to the jobbers in one direction, which was little anticipated by either, when the manufacturer held for prices, and the jobber, through competition, forced them down. By the constant hammering of prices, manufacturers have at last reached a point where they can successfully compete with the markets of the world. Nothing but home competition, aided by the dealers, would have secured these results.

Another question for consideration is, to what extent shall the manufacturer recognize the retailer? In every city of 15,000 inhabitants or upwards is a class of trade not to be defined as jobbers and yet too large to pose as retailers.

Who shall provide these firms with goods? Most of them decline to acknowledge loyalty to the jobber. At present most of their stock is being supplied by the manufacturer, it being the consensus of opinion by that body that they should supply the trade.

It would appear to me that the manufacturer must count on the jobber for the distribution of the bulk of his stock, but in doing so has a right to demand and expect the strongest support from the jobber—their relations should be close, I might say almost on a partnership basis. Jobbers are already acting as retailers, virtually occupying a dual position. Is this right?

To my certain knowledge there are several jobbers who not only have retail stores in the city where they are located,

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but also special travelers on the road, securing the consuming trade of the State in which they do business as jobbers.

As a manufacturer, I sincerely wish lines could be clear, defining the absolute position of the manufacturer to the jobber, and true definition of a jobber, but after making use of my previous arguments, familiar to you all by actual experience, I can draw but a few conclusions:

First—Jobbers must agree on an absolute definition as to what constitutes a jobber. If this is done, then the manufacturer, by a decision of the jobber, should agree on a certain percentage of profit to this class of trade.

Second—An understanding must be obtained by these two bodies as to which shall supply the large retailer and very large consumer, who now protests and declines to acknowledge any middleman between them and the source of supply.

Third—With the position of jobber defined, with it must come an agreement from the jobber, as a guide to the manufacturer, if, to the jobber, one price shall govern all, or shall prices be graded by amount of purchase? Then the manufacturer will know how to act and be better controlled. Those are hard nuts to crack, all of which I submit to your Association for a solution.

I am aware of the fact that what I have to-day read before you, if only read in part by the casual observer, a wrong impression might be received as to the position I occupy, but if read as a whole, I think you must all admit I have tried to treat the subject justly and expose weaknesses which, if corrected, will only tend to strengthen relations between both jobber and manufacturer.

And for this reason I personally wish to state that I fail to remember a single instance where I or the company I represent have been called to account for unfair treatment of the jobber. Nor can a jobber point to a single instance where I have attempted to go by him and sell to any of his legitimate trade.

Trusting that you may soon be well progressed beyond that contented look, and that prosperity will perch for years on the golden boughs of your Association, I will resume my seat and listen with interest to what those on the opposite side of the question may present for consideration.

The next feature was the presentation of the same subject from the view-point of the jobber, under the general heading of "The Jobbers' Relations to the Manufacturers." The first paper was read by its author, O. B. Barker, of the Barker-Jennings Hardware Co., Lynchburg, Va., who spoke as follows:

ADDRESS OF MR. BARKER.

Mr. President and Gentlemen of the Southern Hardware Jobbers' Association:

This problem, when properly solved, will not only remove one of the most serious difficulties which now confronts our trade, but will relieve the friction which exists between the two branches of the business, which should, in the natural order of events, work harmoniously together.

That the manufacturer is essential to the jobber is a self-evident fact; that the jobber is a necessary medium for the collection and distribution of the vast and various products of the mills and manufactories of the country is equally as evident to every thoughtful man conversant with the intricacies of our trade. Doubt can exist only as to the extent and degree of importance of the jobber to the manufacturer. The mere existence of the many vast and important jobbing Hardware establishments throughout the country is an evidence of their necessity as the legitimate and most economical means available, as a whole, for the proper distribution of the various wares embraced in our line.

"Necessity is the mother of invention." As truly can it be said that well-established institutions of trade are the outgrowth of the demand of the business with which they are allied. The jobber is not an accident, but the outcome of a necessity which cannot be ignored. He is here to stay. His position is indispensable. His future possibilities are co-equal with the growth and development of this great country.

Such being the case, Mr. President, I submit for the thoughtful and intelligent consideration of our friends and manufacturers, should they not accord us all the rights and render us all the assistance in their power not inconsistent with their own interests? The "bone of contention" between the two branches of the trade is the disposition on the part of so many manufacturers, while availing themselves of the jobber as a necessary medium of distribution, at the same time depriving him of his legitimate profit and robbing him of customers rightly his own, by selling direct or through local brokers to the retail trade.

We are all familiar with the various methods by which this is done, the evil effect of which is one of the many difficulties which we are called upon almost daily to overcome. I am glad to say that there is a disposition on the part of many manufacturers to recognize the rights of the jobbers on this point and accord them reasonable protection, while there are others who, in answer to complaints on this score, either present flimsy and insufficient excuses or else justify themselves on the ground that they have protected the jobber by making a nominal and inadequate difference in price against the retailer.

Very frequently, as we all know, manufacturers will furnish a retailer with quotations on a single car or case of goods as low as have been made to the neighboring jobber who will buy during a season from ten to twenty times the amount of the retailer's purchases. Even when a differential of five or ten per cent. is made in favor of the jobber, it is well known by us all, and should be known by the manufacturer, that this difference, except on a few staple articles, is not protection enough to guarantee us against actual loss, besides the demoralizing and harmful influence of such transactions upon our customers and salesmen.

In this free country of ours it is for no man to say how his neighbor shall conduct his business, so long as he does so within the limits of the law. We demand this privilege and cheerfully accord it to others. Manufacturers unquestionably have the right to dispose of their product direct to the retailer or even to the consumer if they so elect, but I hold that there is a high moral obligation on the part of every reputable manufacturer catering for, and enjoying the patronage of the jobbing trade, not to enter the field of competition with his own customer and trusted agent, the jobber. This tendency is so manifestly unjust that it can only be accounted for by a selfish ambition from which, unfortunately, business competition is not easily rid.

That the jobber is the most economical, and in the long run the most profitable, channel through which the manufacturer can reach the retailer is apparent to every close student of the situation, and has been time and time again demonstrated by actual experience of manufacturers. I state it as a fact, which time will prove, if it is not already so accepted, that the additional cost to the manufacturer of selling goods direct to the retailer or consumer, over and above the expense of disposing of his product entirely through the jobbers, is more than the average profit made by the jobber. If this proposition be true, our friends, the manufacturers, must admit our value to them as distributing agents, and in doing so, can they justify themselves in any reasonable manner in interfering with our trade and profits, by quoting prices direct to retailers or consumers?

I will only cite one instance of the many occurences of this nature which have fallen under my observation. Some time since, a jobber with whom I am acquainted, sold a customer a breech-loading gun for twelve dollars, and in

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shipping the same inadvertently left the tag with the manufacturer's address on it. The retailer immediately wrote the manufacturer for quotations, and received a prompt reply soliciting his order, and quoting the gun to him at nine dollars, which was exactly the price paid by the jobber, plus the freight. Upon his attention being called to the matter, his excuse was that he was overstocked with this particular style of gun, and as the retailer had a good rating, he felt justified in making him the quotation. Now, the facts are, that this was a small country merchant, some forty miles from the railroad, carrying a stock of general merchandise not over one thousand dollars; his rating being based on a landed estate and not upon his mercantile assets. The result of this transaction is obvious: the retailer lost faith in his long-established friend the jobber, and the manufacturer gained nothing, as the party only wanted the one gun, which he had already bought.

I am not unmindful, Mr. President, that there are obligations due from the jobber to the manufacturer. I will not discuss this phase of the question, but will leave it to the gentlemen to whom that duty has been assigned, and who are so much better fitted for it than I. Suffice it to say, however, that the object of this Association is not only to relieve the jobber of the burdens and difficulties which are abundant in our business, but to elevate the standard of trade to the highest possible plane and encourage, on the part of our associates, an ever-constant recognition of what is due to manufacturers and others with whom we deal.

In summing up the situation, Mr. President, we find two branches of our great trade: one having for its object the widest, safest and most economical channel for the distribution of its products; the other seeking sources from which to supply its wants, affording a profit commensurate with the capital employed, the energy and enterprise required and the risk assumed. To the former, the jobber, in my humble judgment, furnishes the solution of the question; to the latter class, of which we are the representatives, it is for us to cultivate friendly and cordial relations with the manufacturer, endeavoring in every way to facilitate the distribution of his products in a manner which will be not only acceptable but profitable, but, failing in this effort to secure such consideration and protection as we are entitled to, it seems to me that the only course open to us is, where possible, to bestow our patronage upon such manufacturers as consider our interests, and withhold it from those who are seeking to use us and abuse our rights at the same time.

JAMES D. MOORE'S ADDRESS.

James D. Moore, of the Moore & Handley Hardware Co., Birmingham, Ala., presented the second paper upon the same subject. He said:

It is difficult to predict the result of an influence once set in motion.

Some years ago in the Island of Cuba the natives, bound down by oppression, sought to free themselves from the tyranny of Spanish rule and bondage; the world looked on for a long while and thought comparatively little of it, but the influence continued to grow and widen until the sympathies of the Uuited States were thoroughly aroused and the result is that we are at war with Spain, once among the greatest powers on earth and so weak now as not to be able to control her own subjects on the Pearl of the Antilles; this influence has not yet reached its end and may involve the destinies of nations. It will most surely change the policy of our own Nation. Only a few months ago there appeared to be a slight prospect of the annexation of Hawaii, but this has now become to be thought of the utmost importance as a war measure. The acquisition of the Philippine Islands was of little thought two months ago, and now the United States flag floats over the island. This event will perhaps start the United States on a period of colonization, and relegate somewhat the Monroe doctrine to the rear. We are inaugurating a small influence here to day by having a joint discussion between the jobbers and manufacturers, which so far as I know is the first time such a discussion has taken place; this apparently is a small beginning. Who is able to say what the ultimate results shall be? We trust that only good shall come of it. We have felt that since the jobbers and manufacturers are so closely allied and have to deal with each other so constantly, that it would be well to come together and to reach some definite conclusion, to cultivate closer friendship and have a well defined understanding as to the relations of each other. We have invited you in the spirit of investigation for the truth and justice to all concerned. Commerce, which is the underlying basis of our topic, is the fore-runner of civilization, and has a large influence in shaping the destinies of nations. I am reminded that about three hundred years ago colony which had been sent out by a trading company in London, entered Chesepeake Bay and gave the names of Charles and Henry to the Capes on the entrance to the bay and sailed up the river, then called Powhattan but now James, and selected a spot where old Jamestown now stands as a place to plant their colony. It was the desire of trade relations and to be the first to control the commerce of the New World that caused these people to sail over the wide ocean, and to brave the dangers of the hostile Indians in the extension of trade. What Great Britain did here she has repeated in all parts of the earth, and the influence that it has had upon her people and upon her law-makers, has caused her to take the lead in the establishment of a sound financial system which has made her metropolis the gateway of the monies of the world. The merchant and the manufacturer stood as the strongest battlements in our recent financial struggle to continue our country on a sound financial basis. Their business naturally leads them beyond their surroundings and brings them in contact with the world in such a way as to give them broader and more comprehensive views.

We trust that the small beginning we are inaugurating here to-day in the way of a joint discussion between the jobber and manufacturer may have a wide influence for good, which shall unify them more closely than ever. The spirit of the age seems to be grasping the idea of the necessity of co-operation and concentrated effort, and we are beginning to learn that competitors may be friends. We see this spirit illustrated in the Hardware Association and manufacturers' Associations, and even though they do not always succeed as well as they would like, yet the idea is not abandoned and the effort is continued.

Perhaps it would be well at this point to define what we mean by a jobber and manufacturer; as conditions are changing, so the significance of these words has changed from their original meaning to some extent. When Webster was writing definitions he defined the jobber under consideration as one who imported goods and sold them to the retailers. This definition is still correct, thongh not comprehensive enough, for under the conditions of to-day he may or may not be an importer. The Century Dictionary, which was written later and even quite recently, defines the jobber as one who purchases goods in bulk and re-sells them to small dealers, "a middleman." We have seen another definition of jobber which more nearly fits our case, and that is one who purchases goods in quantities, carries them in stock, and is located in a jobbing centre, travels at least two salesmen and sells not less than one hundred thousand dollars' worth of goods per annum. A broker may purchase goods in quantities and sell them again to the retailer, and yet we would not term him a jobber, since he does not carry them in stock and does not employ traveling salesmen.

The manufacturer is a term originally derived from two Latin words, *manus*, "a hand," and *facoe*, "to make," which

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signifies a person who made something with the hand. The Century Dictionary defines a manufacturer as one who is in the business of manufacturing; manufacturing is defined as the act or process of making articles for use; therefore a manufacturer is one engaged in the process of making articles for use. This term is of a recent date, and is comprehensive enough. You will notice that it is not necessary for him to engage in the jobbing business in order to be a legitimate manufacturer. We would gather, then, from the definitions which we have given that it is the duty of the manufacturer to prepare the articles for the market, and it is the business of the jobber to distribute them to the retailers located near the point of consumption. We find in the actual condition of affairs that these theoretical positions are not always maintained, and that the conditions are not the same at all points, and that the obligation is left to the wisdom of the manufacturers and jobbers as to the best methods to be observed under the peculiar circumtances which exist. We believe that the jobber is the most economical medium through which the manufacturer can reach consumption, which is in the end to be obtained. Let us see about this. It is quite desirable on the part of the manufacturer to have a stock of his goods in the locality near the point of consumption. The only way to obtain this is either for the manufacturer to establish warehouses at all of these various points, and to employ a force of men to attend to the distribution of the same, or to have a merchant carry this at or near the point of consumption referred to. For the manufacturer to establish these numerous warehouses would require too great an outlay of capital, and would get his business so badly scattered, and so remote from himself, as not to be able to give it that personal attention which is essential to success.

We will abandon this idea as an impractical one, and take it for granted that no manufacturer would undertake to place his goods upon the market in this way, and we will therefore proceed upon the other hypothesis, that the true theory is to have a merchant carry his stock at the point nearest to where they are wanted; or perhaps you will reason that these goods may be distributed from the factories to the retailers without the aid of the jobber. Let us see how this would work. The retailer as a rule, at least in our section of the country, is a man of limited means, surrounded quite often by small consumption and must necessarily order in small quantities. Besides he would not be able to obtain even the assortment desired in a very small order, as it is customary for the manufacturers to confine themselves to the manufacture of a small variety of things, and no one of them would be able to furnish the retail merchant with the assortment he would want. Let us take an example. Suppose he wants to purchase an outfit for a blacksmith, and the necessary material for operating his shop. He would want a forge or bellows, anvil, vise, set stock and dies, rasp, sledgehammer, farriers' knife, drawing knife, anvil tools, twyer iron, tire shrinker, drill press, set of drills, brace and bits, horse and mule shoes, horse nails, bar iron, wagon tire, both steel and iron, wagon wheels, spokes, rims, hubs, shafts, tire bolts, carriage bolts, carriage springs, shaft leather, shaft couplings, axles, axle clips, borax welding compound, skeins, carriage cloths, wagon iron and other articles. You will observe that the articles mentioned have been gathered from thirty-six different factories, and that some of the items themselves, such as cast anvils and wrought anvils or different quality of stocks and dies, would have to be drawn from different factories according to the quality desired; now if it required a personal visit from each of the different factories to take his order, then at least thirty-six different salesmen would have to undergo the expense of a visit to see the merchant, or if the transaction be carried on by the mails, it would require that he write to thirty-six different factories and have thirty-six different shipments arriving all at different times. You can readily see that it would be a vexatious matter, even with a small order. Having fallen upon the illustration of the blacksmith outfit the case is not exaggerated in the least, for the retailer in making out his daily wants is liable to call for any of the numerous articles that go to fill a large Hardware catalogue containing one thousand to twelve hundred pages.

Let us see how this would operate, provided the jobber has accumulated a stock in the vicinity of the retailer, and a traveling salesman from the jobber calls upon the retailer he is prepared to take his order for all the articles wanted, and have them in stock and does not have to wait for them to be made after the order is received, involving long delays, as is the case with many of the factories, but is liable to ship them perhaps the next day, or at most a few days after the order is taken. All of these articles being assembled together, go as one shipment and as one invoice, and the business is thereby very much simplified and the retailer is accommodated, and the manufacturers are all benefitted from the fact that speedy deliveries will very often increase the consumption and enlarge the trade. The jobber, as it were, becomes the syndicate salesman and distributor of perhaps two hundred or more different manufacturers, and the retailers would readily see the force of so large a number being represented in one salesman. We will take it for granted then that it is made plain that the jobber is a convenience to the retailer and a great benefit to the manufacturer, inasmuch as he carries their stock near the point of consumption and furnishes his own capital to do this, and to employ the necessary force for attending to it promptly, guarantees all losses, pays his own insurance, and the manufacturer is relieved of all of this heavy expense incurred in the carrying of the stock, soliciting business and incurring the other necessary expense incident to same. Then should not the manufacturer do all he can to encourage the jobber and help him out, and to see that he obtains a fair return in the way of ample protection on his part, in order that he may have the necessary funds in hand when bills mature or to discount his bills before they mature, thereby eliminating the risk on the part of the manufacturer on short returns for the goods with which he has entrusted him? We think he should. We think he is protecting his own interest when he does. We do not think he should become his competitor and come to his next door neighbor who happens to be a responsible retailer, and offer him goods at the same price that he does the jobber who buys in much larger quantities, and who is compelled to make his living by making a profit on his sales of which he is deprived very often by having the very man who has furnished him supplies, as his competitor; no jobber of course can compete successfully with the factory which furnishes him with supplies without a just differential between the jobber and the retailer. Perhaps when the manufacturer goes to his retailer who is a customer of the jobber he thinks he is thereby increasing his trade, when he is only curtailing the purchase of the jobber just to the extent that he supplies the jobbers' customers with his products, for if the order had not come to him through the retailer, it is quite probable that it would have come to him through the jobber. And this is not the only injury done to the jobber, inasmuch as the retailer who has obtained about the same price, makes a correspondingly low price to his customers, and through them the information spreads and the jobber must either reduce his price to a point beyond which there is not a sufficient profit left, or see his trade leave him.

We are glad to say there are many manufacturers who are not guilty of such practices; to all such we feel the jobbers should confine their trade and encourage them in the support they are endeavoring to give. Just here I fear that the jobbers are often at fault themselves, inasmuch as they will patronize some manufacturer or manufacturer's agent who, after he has stocked up his customers, then comes to

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him and gives him a slight cut in a very confidential way. We should make it a practice to refuse to patronize all such, and to confine our orders to manufacturers who will give us due protection.

We will readily admit that the manufacturer has the right to market his goods in whatever honorable method he may choose. If he thinks it more profitable to him to seek the distribution of his goods through the retailer than through the jobber, then he has a perfect right to that method, but all such practices tend to decreasethe legitimate profits of the jobber and he should refuse to buy goods from a dangerous competitor who is bringing about a method in trade which makes it hard for him to earn a legitimate profit. These practices are most frequent about railroad centres and very near the door of the jobber, since these are points that are easily reached, and the salesman who engages in such practices can solicit the business without extra expense, but if he were not patronized by the jobber and was forced to go into all the highways and hedges in order to find a sufficient outlet for his products, he would soon demonstrate for himself that he had selected a very expensive method of reaching the consumer. The manufacturer who relies on the jobber can by making only a few points in each state reach the entire consumption of the state, inasmuch as he secures the services of all the traveling salesmen of the jobber who goes into all points where trade is to be found and solicits orders for his goods. The manufacturer who has one hundred jobbers for customers will perhaps get the benefit of one thousand or more salesmen who are soliciting orders for his goods at every available point continuously, and in this way the territory is more thoroughly and more effectively covered than in any other way. Suppose the manufacturer undertakes to market his goods through a local broker, then he works under the disadvantage of having to carry all of the stock himself, and of long delays in delivery which are incident to factory shipments; he also works injury to the jobber, inasmuch as the broker has very little expense and sells goods at a margin upon which no jobber can live and carry his stock and employ a corps of salesman. This local broker will frequently quote prices, and his customers instead of giving him the order they will go to the nearest jobber, and offer him the business, using the broker's price in order to beat him down below a legitimate profit which the jobber feels compelled to do, since the customer is in possession of the cost of the goods and is not willing to pay a sufficient profit incident to the carrying of stock and the distributing of same. This also works an injury to the manufacturer, inasmuch as the jobber since the price beat down below the legitimate profit, enters complaint to the manufacturer from whom he draws his supplies and asks for a lower price, which he often obtains, thereby bringing an influence to bear which breaks the market and robs everybody concerned of their legitimate profit to which they are entitled.

Theoretically, the broker is expected to confine his business to soliciting orders frem the jobber, but he soon sees that this will not often take care of his moderate expense, and ambitious to increase his orders he goes direct to the consumer; failing to realize that the consumption of the territory covered is not increased by his furnishing the retailer or consumer any more than if the same distribution had taken place through the jobber.

Another practice by some of the brokers in the large centers, is that of getting up a circular which goes to all of the names represented in Dun or Bradstreet, thus scattering the manufacturers' lowest prices to the largest jobber broadcast throughout the land. These fall into the hands of the jobbers' customers, and are used by them to force the jobbers to sell below a legitimate profit. We are glad to say that so far as our locality is concerned, that the broker has been of a temporary character, and has not been able to run long; in the more populous towns it may be different, but with us we think this significant that this method of placing goods on the market has not been a success, and we find the broker ready to change his occupation so soon as something else is offered that promises a living. We conclude that the broker is not a benefit to the manufacturer who employs him, and that he tends in no way to increase the consumption, or help the jobber to increase trade, and we shall be glad to see the day when the manufacturers, if they shall persist in employing him, and if he shall persist in seeking the retailer and consuming trade, that they will give him such prices as the trade he solicits are entitled to, and which will leave a proper differential between the jobber and the retailer.

To conclude this by recapitulation, we would say that the jobber is the most economical medium through which the manufacturer can reach the consumer, and that if he will confine his distribution to this channel, he will prevent much confusion and materially benefit the conditions of trade. We think the relations between the manufacturer and jobber should be of the most cordial and friendly nature, and that they should co-operate in every possible way. We realize that in a community where there are only two or three jobbers and where there are ten or fifteen manufacturers of the same line of goods, all seeking representation, that the question is somewhat difficult to solve, so that all shall be properly represented when there are only two or three men to represent ten or fifteen competitors, for it is said that no man can serve two masters, and perhaps if the same man should undertake to represent two or more competitors that he would find it hard to please them and represent them fairly. Perhaps the manufacturers can give us some good solution of a case of this kind. Those who are not represented in that particular locality will feel a great temptation to go direct to the consumer or retailer; or perhaps this same man who is seeking the retail trade in this locality and feels well satisfied in that direction. We believe that most of the manufacturers would prefer to be represented by a jobber rather than have to rely on this other method, since the jobber is the most economical medium through which to reach the retailer and consumer.

Of course, we are looking at these things somewhat from a jobber's standpoint, and our views are made up in consideration for the smaller territory. The manufacturer has different conditions to contend with in seeking trade in all parts of this vast country, and is enabled to recite more of the difficulties with which he comes in contact along this line, and for this very reason we have sought to have a discussion with you to enable us to look at it from your standpoint in order that our views may be broadened, and that by co-operation we may relieve some of the difficulties that now appear to stand in the way; and if we shall have accomplished something in this direction, good will come of our meeting together here to-day.

At the conclusion of Mr. Moore's paper, the president announced that the subject was open for discussion. Charles L. Meade, of the Stanley Rule & Level Co., New York; Lewis W. Klahr, of the Enterprise Mfg. Co., Philadelphia; J. J. Mandlebaum, of Fones Bros, Little Rock, Ark.; Charles A. Ireland, of the Odell Hardware Co., Greensboro, N. C.; Webster R. Walkley, Peck, Stowe & Wilcox Co., New York; and W. W. Supplee, Supplee Hardware Co., Philadelphia, participated, and their addresses were brief, pertinent, and listened to with close attention.

ENTERTAINED BY THE MANUFACTURERS.

The manufacturers who were present at the convention, held an informal meeting on Wednesday noon, and formulated a plan by which they could show their appreciation of the invitation extended to them by the jobbers. Arrangements were made for the procuring of a steamboat, upon which the members of the Association and their friends, the manufacturers, and the other guests, were to be given a moonlight excursion on the evening of that day,

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but when the hour approached the condition of the wind and wave was such that it was thought advisable not to make the trip. Notice to that effect was posted in the office of the Chamberlain, and it was further announced that from 8 until 9 P. M. an instrumental concert would be given by the Artillery School band in the reception hall of the hotel, with dancing in the ball room after the hour named. This programme was carried out. The ladies who were in attendance in large number were present in full force, and the occasion was one of great pleasure to all concerned. Refreshments were served, and the manufacturers certainly proved themselves most generous and admirable hosts.

THURSDAY'S SESSIONS.

The convention was called together at ten o'clock on the morning of Thursday, the 16th, with President Barnett in the chair. The first paper upon the programme was one prepared by F. R. Boocock, Secretary of the National Association of Credit Men, entitled "Laws, Customs and Ideals of Business." It was a very able and admirable article, in which the whole question of credits as applied to business was discussed. Space will not permit the reproduction of this paper in this issue, but reference will be made thereto at a later date.

The next paper was entitled "A Delinquent List of Accounts," prepared by W. A. Parker, of the Beck & Gregg Hardware Co., of Atlanta, Ga. At the conclusion of this paper, the question box was opened, and a number of questions of interest were discussed, among which was that touching prices published in trade journals, on Hardware goods. Following this came an executive session of the Association, at which the annual address of the president and the reports of the secretary-treasurer and of the various standing committees were presented. This occupied the full day, and the programme which had been arranged for the afternoon session was carried out in the evening. This included the reading of a paper entitled "Hardware Jobbers' Ethics," prepared by Frederick Orgill, of Orgill Bros. & Co., Memphis, but read in his absence by J. C. Sproull; and also a paper upon the same subject by Charles H. Ireland, of the Odell Hardware Co., of Greensboro, N. C.

While the gentlemen of the Association were engaged in the work which had brought them together on the afternoon of Thursday, the ladies were treated to a ride upon Hampton Roads and the ocean on the yacht *Sallie*, which had been sent to Old Point for this special purpose by the Old Dominion Iron Co., of Richmond, Va.

SESSIONS OF FRIDAY.

The meeting of the Association on Friday was also of an executive character, at which several papers were presented. One of these was entitled "Our Unprofitable Goods, and What Shall We Do With Them?" by John Donnan, of W. S. Donnan & Co., Richmond, Va.; and "How to Make the Hardware Jobbing Business More Profitable," by J. J. Mandlebaum, of the Fones Bros. Hardware Co., Little Rock, Ark.

ELECTION OF OFFICERS.

The most important portion of Friday's session was, naturally, the election of officers for the ensuing year. The decision of Mr. Barnett not to permit his name to be used for re-election was received with regret, and compelled the Association to seek for an executive head in another direction. The search was successful, and resulted in the nomination and election of a president and officers who are ably qualified in every respect to fulfil in a most efficient manner the duties of their offices. A list of those elected is as follows:

President: James J. Mandlebaum; Fones Bros. Hardware Co., Little Rock, Ark.

First vice-president: O. B. Barker; Barker-Jennings Hardware Co., Lynchburg, Va.

Second vice-president: R. E. Bell, Weathford, Tex.



R. E. BELL, SECOND VICE-PRESIDENT.



J. J. MANDLEBAUM, PRESIDENT.



O. B. BARKER, FIRST VICE-PRESIDENT.

Secretary-treasurer: C. B. Carter, formerly of Knoxville, Tenn.; Atlanta, Ga., and more recently of Montgomery, Ala., but who will now be located in Little Rock, Ark.

Executive committee: W. E. Gibbins, of W. W. Woodruff & Co., Knoxville, Tenn.; W. A. Parker, Beck & Gregg Hardware Co., Atlanta, Ga.; Fred. Orgill, Orgill Bros. & Co., Memphis, Tenn.; James Maroney, Maroney Hardware Co., Dallas, Tex.

These gentlemen are all prominently identified with the jobbing trade of the South, and have been in the past active and efficient members of the Southern Association.

Mr. Mandlebaum, president-elect, is the secretary of the Fones Bros. Hardware Co., of Little Rock, Ark., which was established by D. G. Fones in 1859, who commenced business with a small stock of tinners' supplies. In 1865 he added Hardware to the line, and at a later date, J. A. Fones, and still later, A. T. Fones, became members of the concern, which was thereafter known as the Fones Bros. Hardware Co. In June, 1888, the company was reorganized as a stock company under the name of the Fones Bros. Hardware Co., with a paid-up capital of $100,000, the stockholders being D. G. Fones, president and treasurer; James A. Fones, vice-president, and James J. Mandlebaum, secretary. Mr. Mandlebaum has been a most efficient member of this organization, and will most ably fill the office of president.

O. B. Barker, of the Barker-Jennings Hardware Co., Lynchburg, Va., is a young man, but very efficient in the

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conduct of the concern of which he is the head. Mr. Barker is president of the company, and has been actively engaged in business for over twenty-two years, the entire management being in his hands. The company do strictly a wholesale business, and have made a very great success among the mercantile interests of that section of the South.

The second vice-president, R. E. Bell, of Weatherford, Tex., is numbered among the oldest of the Hardware merchants of the South, and as he has been in the business since 1847, he has already passed his golden wedding, if we may so speak, in this business, of which he has been so prominent a member. In 1847 he became apprenticed to a general storekeeper, and was assigned to the Hardware department. He began business in Weatherford in 1866, where, by the efficient aid of his son, he still carries on a large and successful Hardware business.

W. E. Gibbins is a member of the firm of W. W. Woodruff & Co., Knoxville, Tenn., which was organized in February, 1865. Mr. Gibbins became a member of the firm in January, 1870, since which time there have been no changes in the partnership. Mr. Gibbins served through the recent war in the Union army, and long since became one of the prominent and best known Hardware dealers of the South.

W. A. Parker, secretary and treasurer of the Beck & Gregg Hardware Co., Atlanta, Ga., is a very young man for the position he occupies as the practical general manager of the concern. He entered the employ of this company as an office-boy in 1882, and in time became chief bookkeeper, and on the death of Mr. Gregg, was elected to the high position which he now holds. He is very active, not only as a Hardwareman, but also as a member of the Southern Association.

Fred. Orgill is a member of the firm of Orgill Bros. & Co., Memphis, Tenn., which commenced business as early as 1847. In 1855 Edmund Orgill entered the firm, which became known as Lownes, Orgill & Co., and in 1859, when Mr. Lownes retired, the name was changed to Orgill Bros. & Co., which has continued until the present time. Fred. Orgill began his career in the Hardware business with the Wiebusch & Hilger Hardware Co., in New York City, in 1876, where he remained until 1882, when he entered the employ of Orgill Bros. & Co., becoming a member of the firm in 1886; being made general manager in 1891. His enterprise and energy have contributed much to the success of this firm.

James Maroney is the founder of the Maroney Hardware Co., of Dallas, Tex. He was born in County Clare, Ireland, and was brought to this country by his parents in 1851. They became residents of Richland County, Wis., and after receiving a thorough education, and serving for some time as overseer of improvements in the service of the government, Mr. Maroney removed to Dallas, where he bought an interest in the firm of Maroney & Co., which was then owned by his brother. He became possessor of the entire concern in 1884, and in 1886 converted it into a corporation under the name of the Maroney Hardware Co.

VOTE OF THANKS.

The convention was regarded as a success by everybody, and much of the credit of this was due to the efforts of the reception committee and others to make the stay of the delegates and their guests as pleasant as possible. The feeling in the minds of the delegates was best expressed by the adoption of the following resolutions at the session on Friday:

Resolved, That we hereby tender to Mr. A. B. Clarke, president of the Old Dominion Nail & Iron Co., and to Mr. Waite, the traveling representative of the company, and through them to said company, our sincere thanks for the use of their sloop so generously donated to the pleasure of this association and its guests during this meeting;

Also, To the arrangement committee for the elegant surroundings provided for the comfort of this association; to the reception committee and manufacturers for their untiring zeal and labor in doing what they could for our comfort, and especially to Col. Irby Bennett and Sergeant-at-Arms H. H. Beers for their untiring labor; to Mr. V. A. Moore for obtaining the privilege of ourselves and guests visiting the Newport News shipyard, to the hotel management for their elegant entertainment; and last, but not least, to the fair ladies for their presence in brightening up and cheering the dull routine of the business sessions and thereby making the social feature of this meeting one which shall long be remembered by us as one of the pleasantest in our history.

THE MEETING PLACE FOR 1899.

No formal action was taken in regard to the time and place for holding the meeting of 1899. Invitations were received from Detroit, Mich., Texas and New York. Asheville, N. C., was also suggested, but this matter will be left entirely to the executive committee.

OTHER ENTERTAINMENT FEATURES.

On Friday evening the members of the association, the ladies and other guests were entertained with music and other exercises in the capacious ball room of the house. Songs were sung by Capt. Greenwood, of Richmond, Va., and others, and an original poem was recited by Webster R. Walkley, of the Peck, Stowe & Wilcox Co., New York, and his hearers were so well pleased that they recalled Mr. Walkley, and compelled him to give yet another recitation. On Saturday morning the jobbers and their friends visited Newport News Navy Yard, and spent a very pleasant time in looking over the various sights.

A LIST OF THE MEMBERS PRESENT.

The following is a list of the members of the Association who were present:

J. C. Sproull, Anniston Hardware Co.
C. E. Thomas, May & Thomas Hardware Co.
J. D. Moore, Moore & Handley Hardware Co.
G. W. Barnett, Teague, Barnett & Co.
Wm. M. Teague, Jr., Teague & Sons.
Clayton T. Tullis, Tullis Hardware Co.
M. R. Jemison, Allen & Jemison Co.
J. J. Mandlebaum (proxy). W.W. Dickinson Hardware Co.
J. J. Mandlebaum, Fones Bros. Hardware Co.
N. V. Jackson, Athens Hardware Co.
H. L. Anderson, Anderson Hardware Co.
W. A. Parker and W. M. Crumley, Beck & Gregg Hdw. Co.
C. L. King, King Hardware Co.
F. I. Stone, F. I. Stone & Co.
R. C. Carson, Charlotte Hardware Co.
Chas. H. Ireland, Odell Hardware Co.
W. B. Gillespie, Mitchell, Powers & Co.
N. C. Gladding, E. C. Atkins & Co.
W. E. Gibbins, Woodruff Hardware Co.
H. S. Bettes, H. S. Bettes Hardware Co.
C. U. Roberts, Roberts, Hardwicke & Taylor Co.
R. E. Bell, R. E. Bell.
D. B. Barker, Barker-Jennings Hardware Co.
J. H. Watters and A. A. Martin, Watters & Martin.
Paul R. Howard, Paul R. Howard.
Charles Leonard, Charles Leonard.
John Donnan, W. S. Donnan & Co.
Chas. H. Watkins, Watkins-Cottrell Hardware Co.

NEW MEMBERS.

The following are the names of new members of the Southern Hardware Jobbers' Association whose names have been added to the list since the preparation of the programme with its list of membership, found in an earlier page of this report:

Allen & Jemison Co., Tuscaloosa, Ala.
Speer Hardware Co., Fort Smith, Ark.
Knight & Wall Co., Tampa, Fla.
Tom Fritts Hardware Co., Chattanooga, Tenn.

THE MANUFACTURERS PRESENT.

The following are the names of the various manufacturers who were present as guests of the Association:

Samuel Disston, Henry Disston & Sons, Philadelphia, Pa.
B. A. Hawley, Russell & Erwin Mfg. Co., New York.
W. H. Matthai, Matthai, Ingram & Co., Baltimore, Md.
James R. Kelly, Kelly Axe Mfg. Co., Alexandria, Ind.
W. R. Walkley, Peck, Stow & Wilcox Co., New York.
W. D. Mounger, Michigan Stove Co., Detroit, Mich.
Geo. H. Harper, Matthai, Ingram & Co., Baltimore, Md.
Lewis W. Klahr, Enterprise Mfg. Co., Philadelphia, Pa.
D. M. Walke, Keen & Haggerty Mfg. Co., Baltimore, Md.
Joseph M. Hottel, G. & H. Barnett Co., Philadelphia, Pa.

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Fred. S. Seeley, Wiebusch & Hilger, New York.
F. H. Forman, American Steel & Wire Co., Louisville, Ky.
Frank Guildner, Sargent & Co., N. Y.
C. L. Meade, Stanley Rule & Level Co , New York.
James Surpless, Surpless, Dunn & Co., New York.
Chas. H. Wier, American Axe & Tool Co., New York.
T. H. Gossett, John H. Graham & Co., New York.
Edmund D. Fisk, Nicholson File Co., Providence, R. I.
Arthur B. Clarke, Old Dominion Iron & Nail Works Co., Richmond, Va.
Robert D. Carver, Cincinnati Barbed Wire Fence Co., Cincinnati, Ohio.
J. O. Whitaker, Whitman & Barnes Mfg. Co., Akron, Ohio.
A. R. Sullivan. Towers & Sullivan Mfg. Co., Rome, Ga.
E. M. Converse, Withington & Cooley Mfg. Co., Jackson, Mich.
C. H. Parsons, P. & F. Corbin, New Britain, Conn.
O. C. Mead, representing T. Rowland's Sons, Millers Falls Co. and other manufacturers, New York City.
Chas R. Wilcox, National Supply Co., Baltimore, Md.
Banks Rucker, Russell & Erwin Mfg. Co., New York.
C. L Campbell; Peck, Stow & Wilcox Co., New York.
H. B. Lupton, Oliver Wire Co., Pittsburg, Pa.
A. H. Potter, E. C. Atkins & Co , Indianapolis, Ind.
James D. Foot, Kearney & Foot Co., New York.
A. W. Bond, Bond & Tabb Bros., Baltimore, Md.
John Hoen, Henry Keidel & Co., Baltimore, Md.
C. T. McKinnie, Stanley Works, New York.
E. Forrest Cooper, Henry Disston & Sons, Philadelphia, Pa.
W. S. Dorman, Maryland Hinge Co., Baltimore & Sutherland Plow Co.
G. W. Brown, Columbus Iron Works Co., Columbus, Ga.
F. P. Wright, Crescent Works, Maxmeadows, Va.
J. H. Grubb, Hussey, Binns & Co. and Pittsburg Gage & Supply Co., Pittsburg, Pa.
F. C. Wheeler, Hermann Boker & Co., New York.
E. E. Paine, B. F. Avery & Son, Louisville, Ky.
C. M. Fouche, Park Bros. & Co., Knoxville, Tenn.
Newton Kelsey, Evansville, Ind.
George B. Durell, Harriman Hoe & Tool Co., Harriman, Tenn.
O. V. Ball, Landers, Frary & Clark, New Britain, Conn.
W. M. Merriam, Boston, Mass.
J. Lewis Alnult. T. N. Motley & Co., New York.
W A. Chenoweth, Birmingham, Ala.
H. L. Smith, Novelty Mfg. Co., Jackson, Mich.
Farmville Mfg. Co., Farmville, Va.
W. B. Sutton, United States Leather Co., New York.

Among the other visitors present was Thomas E. Oliver, of Oliver Bros., New York, as a representative of that important branch, the Hardware syndicate buyers of the country.

PHOTOGRAPHING THE CONVENTION.

An invitation was extended to the Convention by Prince, the well-known Washington photographer, who has branch offices at Old Point Comfort, to assemble on one of the porches of the hotel, immediately after adjournment, for the purpose of having a photograph taken. The invitation was accepted, and many of the members and their guests assembled in response to the invitation. The result is shown very effectively in the full page illustration in this issue.

SCATTERED NOTES.

The presence of the ladies at the convention was a taking card. They were not in the way when business was to be transacted; and it was very pleasant to have them around when business had been disposed of. One speaker told only the truth when he said: "I have often heard that the most beautiful women are to be found in Kentucky. Looking over this assemblage, I am led to one of two conclusions—that all the ladies present are from Kentucky, or that the other Southern States are her peer in the production of beautiful women."

Irby Bennett, chairman of the reception committee, was indefatigable in his endeavors to make it agreeable for members and their guests. He was always on hand when wanted, and kept things moving at a lively rate. He was ably seconded by other members of the committee.

Old Point Comfort is a place for seeing things. On Wednesday evening a burning vessel sailed in and out with the tide, wrapped in a sheet of flames, and was blown up by a mine in full sight of the hotel. On Thursday morning a fishing vessel was overturned by the wind and sunk right in front of the hotel windows.

VISITORS TO NEW YORK.

A number of the members of the association took occasion to extend their travels so as to include a visit to New York, and it is needless to say that they were made at home in the headquarters of the Hardware Club. Among these visitors were the following gentlemen: H. S. Bettes, Paris, Texas; C. H. Ireland, Greensboro, N. C.; C. E. Thomas, Birmingham, Ala.; D. V. Hale, Atlanta, Ga.; C. N. Roberts, Sherman, Texas; J. D. Moore, Birmingham, Ala.; W. A. Parker, Atlanta, Ga.

New England Iron & Hardware Association.

The annual meeting of the New England Iron & Hardware Association was held at Young's Hotel, Boston, on Tuesday, June 21st. A dinner was given to the members of the association, and reports were made by the various committees covering heavy Hardware, shelf Hardware, metals and bureau of credits and collections. Reports were also received from the treasurer and clerk.

The next thing in order was the election of officers for the coming year, and the following nominations were made by the committee, of which S. A. Bigelow was chairman:

Treasurer: C. H. Breck.

Clerk: J. T. Boyd.

Directors: H. C. Bangs, J. T. Boyd, H. C. Dodge, H. L. Doten, C. E. Dowse, A. J. Chase and William Chamberlain.

These gentleman were all unanimously elected, and at a subsequent meeting of the board of directors the following president and vice-president were elected:

President: H. C. Bangs, of Providence, R. I.

Vice-president: H. L. Doten, Boston, Mass.

The president-elect was introduced by the retiring president, Leon C. Carter, and made a brief but pointed address, which was received with marks of favor. Addresses were made by other members of the Association. It was decided to omit the meetings for July and August, and the question of an outing was left with the directors of the Association.

Several Hardware Associations.

It was intended to hold a midsummer meeting of the Wisconsin Retail Hardware Association in July, but that intention has been abandoned because of other important occurrences in the State.

The Texas Hardware Jobbers. Association recently held a session in Waco. The retailers were the guests of the Association, and it was decided to call a meeting of retailers to be held at Waco on June 28th, for the purpose of organizing a State Retail Association.

At a recent meeting of the Board of Governors of the Hardware Club ot New York, the following gentlemen were unanimously elected to membership:

Harvey Hubbell, Bridgeport, Conn.
George A. Lewis, Naugatuck, Conn.
Edward L. Young, No. 10 Wall Street.

Sale to the Boston & Lockport Block Co.

The assignees of the Bagnall-Loud Block Co. (a Maine corporation, organized in 1894, Robert M. Barnard, president, and Herbert Loud, treasurer) have sold to the Boston & Lockport Block Co. all the stock of the Bagnall-Loud Block Co., manufactured and in process, machinery, patterns, etc. The Boston & Lockport Block Co. is a New York State corporation. The finished stock will be at once transferred to the store of the Boston & Lockport Block Co., No. 142 Commercial Street, Boston, and the balance to their factory at East Boston. The sale was effected through Albert D. Bosson, president of the Boston & Lockport Block Co., and Myron H. Tarbox, treasurer, who also constitute a majority of the executive board of the same company.

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Review of the Markets.

Hardware: The season's business now being brought to a close, will find the six months traffic making an admirable showing, considering the adverse questions seriously affecting its steadiness, which at times affected the wholesale trade. The volume of the season's business will stand comparison, and be found encouraging. Prospects for the coming season are very good, and should the war be brought to a sudden termination by overtures for peace, which is among the probabilities, there will be the largest fall trade result, that we have seen in years. Prices continue too low to anticipate much in the way of concessions to stimulate early orders; the prospects being that as the season progresses advancing quotations and less abundant supply, will become unavoidable conditions.

Wire Nails: The wire nail market shows no improvement over previous report, the conditions remaining the same and the demand continues normal without any element of speculation or of more than ordinary interest. The mills are accumulating more of a stock than is required for the usual "shut down" during the summer, but no effect on quotations is felt in consequence of this increased supply, as it is regarded as certain that the opening of the next season's trade will find the market in a healthy condition. The carload price to retail buyers, of $1.35 f. o. b. factory, is firmly held. New York prices being held as previously, carload lots on dock $1.45; smaller lots from store $1.55.

Cut Nails: The cut nail market may be said to hold its own, at quotations previously noted, trade being quite moderate and prices continuing low. New York prices are: For carload lots on dock, $1.17½@$1.20. Smaller lots from store, $1.25@$1.30.

Files: Business continues good; it is announced that a meeting of the File Manufacturers' Association of the United States, was held at the Astor House, New York, on June 15th when it was unanimously agreed, owing to the advancing tendency toward increased costs in labor and material, to hold a meeting of the Association in New York, on August 3d, next, for the purpose of considering the advisability of advancing prices. It was decided to maintain existing prices for the present.

Barb Wire: The season for this active staple has been a remarkably good one, being well sustained throughout. The large export trade which has been a prominent feature of the season's business, having had the effect in keeping the home markets in short supply; orders even now being still in process of completion, mills having a good promise for future business. Prices still continue at $1.70 to $1.75 for carload lots of 4 point galvanized at mill. Painted barbed wire being held at $1.40 to $1.45 for same quality.

New York prices are as follows: Four point galvanized in carload lots on dock $1.85@$1.90; smaller lots from store, $2.

Smooth wire: Prices remain the same as previously named, $1.15 at mill for carload lots, base sizes. Business is reported good and the market is in a firm condition, being held well in hand by the influences now controlling it.

Shovels and Spades: The business of this industry is practically controlled by the associated manufacturers who, since our recent issue, held a meeting in this city for the purpose of discussing the desirability of an advance in prices for the fall trade, some of the members thinking it a good time to entertain a movement of this character. But in view of the satisfactory conditions at present surrounding this important industry, it was decided to be unwise to change, and present prices were confirmed until October 1.

Shot: Tatham & Brothers name, under date of June 18th, the following advanced prices for shot:

Drop Shot, sizes smaller than B, 25 lb. bags,	$1.25	per	bag;	5 lb. bags,	30c.	per	bag
" B and larger sizes...	"	"	1.50	"	"	"	35c.	"
Buck Shot	"	"	1.50	"	"	"	35c.	"
Chilled Shot.....	"	"	1.53	"	"	"	35c.	"
Dust Shot	"	"	2.00	"		"	50c.	"

Terms—Net cash 30 days, or 2 per cent. discount will be allowed for cash remitted within 10 days of invoice date. Discounts on ton lots as usual. Prices are subject to change without notice, and are not guaranteed against decline. Freight is equalized with Philadelphia and Baltimore, and no orders are binding, until accepted.

Sheet Zinc: The lately announced quotations for sheet zinc referred to in a recent issue were advanced on June 15 to $7 per 100 pounds, f. o. b. mill, when furnished in casks of 600 pounds. This applies to thicknesses between Nos. 9 and 15 inclusive, and in widths between 32 and 46 inches, and of the lengths between 84 and 90 inches. Extras remaining as previously reported.

Cordage: Manufactures of sisal and manila hemp continue to advance in price with each recurring week, and even at the extreme quotations now ruling the markets, it is reported a fair business is being done by the mills. Carload prices on cordage are announced at the present time as follows, the usual advances being made for smaller quanties:

Manila, 7-16 inch and larger	per pound,	10¼	cents.
" ⅜ inch	"	10¼	"
" ¼ and 5-16 inch.	"	11¼	"
Sisal, 7-16 inch and larger.....	"	9¼	"
" ⅜ inch	"	9¼	"
" ¼ and 5-16 inch..... ..	"	10¼	"

Binder Twine: The highest prices so far named for binder twine are those prevailing at the present time. A satisfactory movement is being made in this important line of business, now that harvesting has already begun. It is not thought the extreme limit has even yet been reached, the demand being an unusually large one throughout the country. We quote as follows for carload lots, f. o. b., Eastern factories, with the usual advance for smaller quantities:

White Sisal, 500 feet to the pound	per pound,	12½	cents.
Standard, 500 feet to the pound	"	12½	"
Manila, 550 feet to the pound.....	"	13½	"
Pure Manila, 650 feet to the pound.....	"	14½	"
Travers Ex. Hemp, 500 feet to the pound ..	"	9	"

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 45 cents per gallon; in lots of 5 barrels or more, 44 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE PHILADELPHIA TRADE.

While the bright weather has caused a decided increase in the number of orders, and a noticeable scarcity in seasonable goods, such as fly wire, poultry netting, window and door screens, etc., the most direct feature of the present situation is the hopefulness that prevails everywhere in regard to the future. A marked increase has been noticeable for some weeks in the demand for tools, and already in some lines it is difficult to get tools fast enough to fill orders. This is a most hopeful sign, showing that work is plenty and better times probably ahead.

While it is true that wheat has made a break owing to the collapse of Mr. Leiter, the price is still high as compared with previous years, with prospects of an enormous crop and further shortages abroad. Such being the case, the farmers of the country having used last year's surplus to pay off outstanding indebtedness, will now be in position to spend money for improvements, and trade looks brighter in consequence.

Changes in prices during the last two weeks have been few in number. While one or two items, such as shot, glazier points and copper rivets and burrs, have advanced, and are held at higher prices, most of these advances were not unexpected, and others may naturally follow.

A most remarkable feature is the small demand for nails, both wire and cut. Last year, when nails were worth about $3 per keg and the country in the depth of hard times, nails were in active demand and a surprisingly large quantity was sold, To-day, with nails at about $1,65 a keg, and farmers with more money than they have had for several years, the demand is exceedingiy light and, so far, we have not met anyone who can explain why this was so.

Collections are undeniably better. Money is coming in quite freely, and it is hoped that the country merchants who have recently been in rather tight situations, are now feeling the results of better times and gradually escaping from their difficulties. BIDDLE HARDWARE CO.

THE KANSAS CITY TRADE.

As we write, the sun is shining. This is not a new thing, but it is quite rare enough here on the edge of Kansas and Missouri, to be made mention of.

Talk about "drouthy Kansas"! As sensible as talking about dry water.

Such another spring, for moisture and big wheat crops in our immediate territory, has never been equalled as a whole.

In fact, rains have been so persistently plentiful and wet in their character, as to considerably hinder farming. As a consequence, business has been more or less "spurty"—dependent on the fact whether or not a salesman went by boat, rail or balloon, Also whether or not the farmer could

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get "to town" to buy goods, and thereby compel our retail trade to stock up.

We are pleased, however, to report a very satisfactory trade on the average. Staple goods have held a remarkably even run of prices for the last three months. It is the opinion of the writer that this very condition has proven an inducement to the retail trade to buy much more freely than they would otherwise have done. Nails and barbed wire have moved freely: smooth wire has had a big right of way in our trade. Seasonable goods were held in check by the very wet, cold, gloomy season now just between spring and summer.

There is an unusual demand this month for grain cradles. Doubtless, the large wheat crop now being harvested in the Territory and southern Kansas, with central and western Kansas to follow, will result in a heavy traffic in cradles later on, of another kind. Along with the boom which the furniture dealer has reason to anticipate, we hope to sell his same customers our line of baby buggies, dinner buckets, husking pegs, clothespins and borax. Be it understood that this remark applies to the fellow who handles a "mixed stock."

We are certainly of the opinion that fall prospects are exceedingly flattering. The writer expresses his personal views only in this letter, and in saying that the present war has had as little baneful influence upon trade in this section of the country as would the sneeze of a cat affect the ocean tide, he states what the Eastern trade can scarcely believe.

Few changes occur in business. Failures are very rare. Collections are good. Should Kansas harvest 75,000,000 to 100,000,000 bushels of wheat in the next four weeks, the jayhawker alone could feed the United States army its bread, and furnish enough money from its surplus deposits to pay all its war expenses for sixteen months, more or less, to come.

GILLE HARDWARE & IRON CO.

THE PITTSBURG TRADE.

One of the modern ideas connected with jobbing Hardware is to carry in stock a much larger variety of goods than formerly. While it was the tendency to specialize some years ago, dividing the business into smaller lines, now all these lines are carried under one roof, and the retailer can find everything germane to Hardware in one place. This is a convenience to the retailer, and while adding to the amount of business done by the jobber, entails the use of larger warehouse capacity, more capital, etc. There is such an improvement yearly in many kinds of goods, that the merchant must be alive to all these changes and keep "up to date." There is no room for "mossbacks" in the Hardware trade at present, and our experience is that there are very few of them to be found in it now. June business is very good, an active demand for all seasonable goods, and stocks running short before the demand is supplied.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Every merchant has more or less trouble with fakirs, bankrupt sales, farmers' clubs, department stores, etc.

When one of these starts, the resident merchant should at once learn the brand of goods being offered, and give his jobber a list of them, stating his object in getting them, and the jobber would be glad to co-operate with him and let him know the prices at which they can be purchased. The jobber will take pleasure in getting them for him at the lowest price, so that he can sell them lower than his competitor.

Some of the jobbers that you deal with can get for you the same brand; when the goods are received, mark the prices in plain large figures and set them out in conspicuous places where they are sure to be seen. They are usually a low grade of goods and not a large variety. Donate your profit on them and your jobber will do the same, giving so much to rid the town of fakirs

Do not pretend they are cheap, but tell your customer that the quality makes the price; that you cannot recommend them, but are compelled to keep them to meet the price. Most of your customers will buy better goods.

Most of the people appreciate having a merchant located carrying a stock of goods in the town and do not regard him as preying on the people, and are not in sympathy with any attempt to prevent his success.

A store or two, a blacksmith shop, a tin shop and a wagon shop are a great convenience in any town, and the people generally realize this.

Action is much more effective than talk, and you can certainly sell the goods as low as others if you push things as suggested, and the jobber will gladly aid in protecting legitimate trade.

Do not talk about it or indicate that you are disturbed, but act quietly, keeping your own counsel, saying if your customers want that kind of goods, you can furnish them as cheap as any one; and your trouble will soon end, and the confidence of your customers will be increased, as it will be a practical demonstration of your ability to supply them what they want; but you treat them best when you sell them the best goods.

Business continues good. The heavy advance in manila and sisal goods has shown that goods can advance, and, after years of steady decline, this is refreshing.

The dissolution of partnership between wheat and silver has punctured some faults in political theories and we are feeling our way out of despondency.

It is some gain to be assured that a general decline has halted. The war may force us into a world's partnership, and we may find the meaning of it to be an alliance of the English-speaking races for the promotion of liberty and justice. We may learn that altruism is a condition of national as well as individual development.

LOCKWOOD-TAYLOR HARDWARE CO.

THE MINNEAPOLIS TRADE.

Business continues to be fair, gradually growing better, we think, in all lines. Jobbers are very busy, and find themselves obliged to work Saturday afternoons. They usually close at 1 o'clock Saturdays during the summer months. In the retail trade, locally, there is some improvement, a little more building being done, and of a somewhat better class.

The recent break in price of wheat makes no particular difference, as the farmers and elevators had marketed all the grain that could be spared from seeding. Those that did not sell at the high price prevailing ought to lose if they were not satisfied with the price they could get for it. Without a doubt all the wheat in the elevators here will be needed for milling purposes before the new crop is in suitable condition to make into flour, and while the crop



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prospect as a whole is excellent for a large yield, there is no doubt that high prices will prevail.

The sawmills have been closed for some little time on account of high water, and a large log jam that has prevented the logs getting to such mills that were not affected by the flood. The water has gone down some now so that they can work breaking the jam, and we imagine the mills will have no further difficulty. There is every indication of a good fall business.

W. K. MORRISON & CO.

THE ST. PAUL TRADE.

We have no marked changes to note in this market since our last letter. Business continues to be active, all kinds of seasonable goods being in large demand, with, perhaps, the exception of refrigerators, which, owing to the absence of very hot weather, are not moving as we would like to see them.

Haying and harvesting tools are selling freely. There is a good demand for builders' Hardware.

The crop outlook remains unchanged, and farmers and country merchants are continunig to feel hopeful. The volume of business for June will show a handsome increase over last year. C. W. HACKETT HARDWARE CO.

THE PORTLAND TRADE.

Seasonable goods are now in good demand, making up for the slow sale of two weeks past.

The caution caused a short time ago by the fear we might be visited by Spanish ships seems to be wearing off, and business appears to be picking up.

The advance in price of sheet zinc and cut nails has aroused our merchants to the fact that everything is very low, and with a war revenue bill going into force in a few days, the prospect is better for advances than for depreciation in values, and while no great change has taken place, there seems to be less hesitancy in buying than has been manifested for some time.

The war news of late has not been of a nature to arouse much enthusiasm, but we know our government is gradually closing in upon the Spanish forces with an irresistable power that in the end means their complete defeat. The rumors of sending some of our swift cruisers to the coast of Spain will tend to keep what few ships they have left at home.

We feel the outlook is brighter, and that business will soon assume its usual proportions. Collections are fair.

The EMERY-WATERHOUSE CO.

TRADE TALK: GRAPHITE, INCIDENTALLY.

As to business, that can be summed up in a very few words. We are running on our various lines from eighteen to eighty-one per cent. ahead of the corresponding time last year. We would say that our vice-president, general manager and treasurer *are* going to Europe were it not for the fact that those three offices are filled by one very competent and hard-working man, John A. Walker. This is not Mr. Walker's maiden trip, as he has been abroad several times, and is a well-seasoned traveler; but this is the first time that he has been obliged to tread the deck of a foreign vessel, Heretofore he has always gone abroad on the *Paris;* this time he goes on the *Umbria.*

We believe that these business letters to *Hardware* might be made more interesting and more helpful to manufacturers and jobbers if the writers would depart a little from simply chronicling business matters and drop occasionally into "shop talks," as it were, as the Logan Gregg Hardware Co. did in the issue of June 10th.

As manufacturers we always aim to protect the jobber. We avoid, as much as possible, selling to the small trade. We invariably steer small dealers to their nearest jobbers. We coax and woo and court the jobber as we would our best girl. We supply him with sample cases of our goods, circulars imprinted with his name, and do all we can to please him, but at the same time we are conscious that the jobber is not in business for philanthropic purposes, and we find it quite necessary to keep a close eye upon him, lest he depart from us in search of goods similar to ours on which he can make more profit.

We also find that he is human in every respect and is sometimes led to lose some confidence in our goods because of the mighty plausible tales told him by our competitors. Sometimes he writes and asks us to brace him up with a letter. Sometimes we get there in time to find him more or less dispirited and uncertain whether to send an order in to us or to place it elsewhere.

Then again, and this is about the worst we can say, the jobber is, unfortunately, getting to that point where he wants his own name on all of his goods; he wants his firm name upon his lead pencils and upon all the goods that he carries. To such an extent has this become, that the manufacturer almost feels as though he was running his factory simply for a syndicate of buyers.

Then again, the manufacturer would like the jobber generally to adopt the fashion of the lamented and late A. T. Stewart, who, when he had bought goods in a little larger quantity than he found a ready sale for, never asked to have them returned or exchanged, but disposed of them at a bargain, which usually resulted in some advertising for A. T. Stewart and the disposal of goods a little shopworn or out of date. Too many jobbers, however, do not seem inclined to dispose of over-bought stock in this way, but want them returned; and such goods when returned are almost a dead loss to the manufacturer, as they cannot be put on the market as new goods without much attention, and sometimes not at all.

That is a good letter written by the Lockwood-Taylor Hardware Co., which also appears in *Hardware* of June 10th. We imagine that it would carry great offense to a man claiming shortage, to ask him to verify his statement by oath, but at the same time we think that if a man knew he must verify his statement by oath, he would be very much more careful in making his claim.

By this we mean that lately we have had several claims for shortage where we were very certain there was no shortage, and where our customer was manly enough a little later on to write us that the goods had been found. At the same time we had been disturbed, and in turn had very much disturbed our packing and shipping department, and our customer must certainly have been annoyed in finding that his own clerks had made an error, to say nothing of being obliged to apologize for them

As a rule, we think all manufacturers are very careful in checking up all shipments with the desire of being specially accurate in count, etc. We also agree with the Lockwood-Taylor Hardware Co. that "when a buyer desires extension in time of payment, he should notify the seller before it becomes due and ask it as a favor if he cares for a high

Did You Have Trouble Last Season

Belting,
Garden Hose,
Water Hose,
Fire Hose,
Suction Hose,
Steam Hose,
Air Hose,
Tubing.
Packing,
Gaskets,
Valves,
Rubber Tiling,
Rubber Matting,
Emery Wheels,
Specialties,
League Tires.

With leaky hose? Leaks flow from pin holes or cracks. **What Causes Pin Holes?** Particle of foreign matter in cheap, heavily adulterated rubber. The high-grade rubber which we use in Double Diamond, Oxford and Carbon hose contains so small a percentage of foreign matter that the chance of pin holes is practically wiped out. **What Causes Cracks?** Poor rubber again—unelastic rubber—rubber that does not respond to the bending, stretching and twisting which hose receives in service. Double Diamond, Oxford and Carbon rubber is full of life and elasticity—bending, stretching and twisting does not rupture it. Send for booklet, samples and prices.

New York, 25 Park Place.
Chicago.....143-145 Lake St.
St. Louis.....210 North 12th St.
Philadelphia....308 Chestnut St.
Boston.....24 Summer St.
San Francisco....509 Market St.
Cleveland.. W. H. H. Peck Co.
N. Orl's, Woodward, Wight & Co.
Indianapolis,
Central Rubber & Supply Co.

NEW YORK BELTING & PACKING CO. LTD

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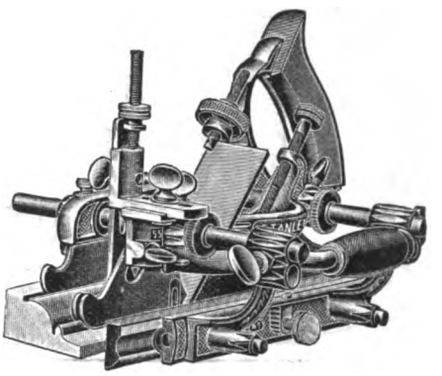
The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD



Regulates supply of oil to a drop.
DOES NOT LEAK

We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

STANLEY'S
UNIVERSAL PLANE.
INCLUDING:
Moulding Plane, Match, Sash, Chamfer, Beading, Reeding, Fluting, Hollow, Round, Plow, Dado, Rabbet, Filletster and Slitting Plane.
No. 55. Universal Plane, $16.00
WITH 52 CUTTERS.
The Plane is Nickel Plated; the 52 Cutters are arranged in four separate cases; and the entire outfit is packed in a neat Wooden Box.
SOLD BY ALL HARDWARE DEALERS.



grade of credit." Unfortunately, however, too many buyers think that a bill of thirty to fifty dollars is so small that a large manufacturer should never give it a thought, but should be willing to permit it to run until the seller gets ready to pay it. Unfortunately, however, the wealthiest manufacturer cannot afford to carry very many such accounts, and it is only justice that the buyer should, for his own credit, be prompt and careful about all money matters.

We will add that on the western coast of Africa there is now a slight local demand for Dixon's Stove Polish. The native ladies use it as a cosmetic. We won't crowd your columns any more this time.

JOSEPH DIXON CRUCIBLE CO.

THE COLUMBUS TRADE.

Trade continues good, and the outlook for a continuation of the same is flattering. The prospects for a large wheat and hay crop were never better. Some farmers contracted their wheat at $1.00 per bushel as soon as it is threshed. It looks now as though it was well sold; but we think wheat will bring $1.00 without any trouble later on. One dollar per bushel for wheat as soon as threshed is better than $1.10 a few months later, as it will shrink at least 10 per cent. in weight when it goes through a sweat.

Prices remain pretty stationary, with the exception of rope and twine. It looks very much as though somebody had control of the sisal and manila hemp, and proposes to make dollars while he can. We all know who controls the manila hemp, and think it would be a good idea to start a "Dewey" twine factory on the Philipene Islands. What catchy brands for goods are now available! Dewey, Sampson, Hobson, &c.

Yesterday, the 16th, was Dewey Day here, and a glorious demonstration it was. We were a little late, but it was a grand success.

THE SMITH BROS. HARDWARE CO.

On the Way to Financial Greatness.

A boy about ten years old stood by the side of a penny-in-the-slot machine in one of the elevated railway stations the other morning weeping bitterly.

"What's the matter, son?" asked a man on his way to the upper platform, stopping a moment at the doorway.

"I put a cent in this slot," blubbered the boy, "and it was the wrong slot. I didn't g-get any gum!"

"Is that all, my lad?" said the man. "Show me the right slot and I'll drop one in for you."

"I'd ruther d-drop it in myself!" sobbed the urchin.

The sympathizing citizen gave him the coin and hurried up the stairway.

And when the sympathizing citizen came back from down town, ten hours later, that boy was still standing by the side of that penny-in-the-slot machine, with his pocket full of one-cent coins and still blubbering.—*Exchange.*

About 30,000 bales of cotton are booked for shipment to Japan this winter from the single port of Seattle. This is said to be 50 per cent. more in value than the value of all American exports to Japan during the season of 1894-5.—*Exchange.*

The new power station and car house being erected by the Spencer, Warren & Brookfield Street Railway Co., Brookfield, Mass., will have steel roof trusses and covering furnished by the Berlin Iron Bridge Co., East Berlin, Conn. The dynamo and engine room roofs of this building will be lined with the Berlin Co.'s patent anti-condensation roof lining, which is now almost universally used for roofs of this nature throughout the country. It prevents the condensation of moisture from the underside of the roof covering, which, if it should collect and drop upon the machine beneath, would cause considerable damage.

Kind Lady—If you need clothing I can supply you with an old suit of my husband's, but they'll be about four sizes too big for you.

Tramp—Never mind, mum, I'll wear 'em. I'd rather be mistook for an anglo-maniac than freeze.—*New York Weekly.*

No one but a monster will thoughtlessly goad
The over-worked horse on the under-worked road.
—*L. A. W. Bulletin.*

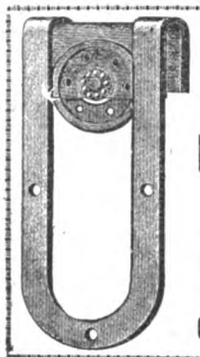
"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.

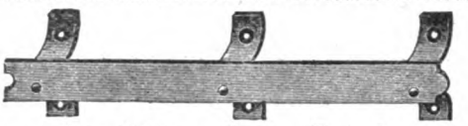


THE KILBOURNE & JACOBS MFG. CO.,
COLUMBUS, OHIO.
Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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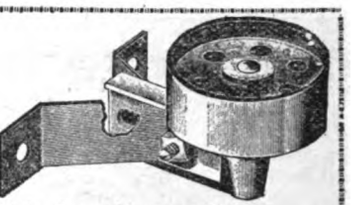


Steel Door Hangers, Nos. 0, 1 & 2.



Steel Barn Door Track.

No. 1 Stay Roller.

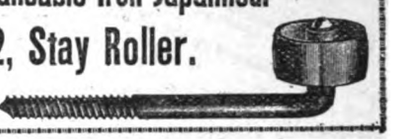


Malleable Iron Japanned.

NEY MFG. CO.,

GET OUR PRICES. CANTON, OHIO.

No. 2, Stay Roller.



"PIONEER"

FIFTY POINT CARBON STEEL TUBING

The uniformity obtained from our process of manufacture is especially desirable for bicycle purposes.

There is a rapidly increasing demand for seamless tube owing to its adaptability to purposes for which laboriously drilled solid stock has heretofore been necessary.

No Specially Prepared Samples.

THE POPE TUBE CO.,

HARTFORD, CONN.

"Pioneers" in Correct Composition.

We should be pleased to quote you discounts on application. Send for printed matter.

Giving a Receipt.

"Uneducated people sometimes have a happy knack of coming to the point, says an exchange. Dan and Mose, neither of them noted for erudition, were partners in an enterprise which is needless to specify. One morning a customer called to settle a small bill, and, after handing over the money, asked for a receipt.

"Mose retired to the privacy of an inner room, and, after a long delay, returned with a slip of paper on which were written these words:

"'We've got our pay. Me and Dan.'"

When I was in the jobbing Hardware trade we used to have a German firm of iron workers, located on Long Island, I think at Breslaw, which supplied us with "rolled blind hinges" and "rolled plate hinges," then carried in regular stock for shutters and blinds. Will call the concern "Kreutzer & Co.", although that wasn't the name. When they first commenced to supply us they were new in the business, and cash transactions were essential. We ourselves had to make out the bill for their delivery of hinges, and on this initial occasion my partner, Harris, called for a "receipt in full," on handing them the money. It would have made a philosopher smile to see that receipt. We kept it for quite a while on exhibition as a curio. Down at the bottom of the bill, in pretty tough chirography, was noted the fact: "I ish full. Kreutzer & Co.' But it "filled the bill"; there was no room for anything more to say. HOP.

The value of the merchandise entered last month for consumption in the Dominion of Canada was $9,887,256, and the duty collected was $1,786,572. The value of the free goods entered was $3,799,267. The total exports amounted to $10,614,210 of which $9,583,539 worth was the produce of Canada.—*The Canadian Manufacturer.*

"There is nothing like a yacht," he said,
As on the beach they stood.
"Oh, I don't know," she answered him,
"A smack is quite as good."—*Exchange.*

Side Line Offered.

MANUFACTURERS Builders' Hardware specialty wants to be represented in the East. Address MATCHLESS, care HARDWARE, No. 143 Chambers Street, New York.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.

Manufacturers of HIGH GRADE CARPENTERS' TOOLS,



SINGLE TWIST AUGER BITS.

We guarantee this Bit has no equal for boring into all grades of wood, hard or soft. Reasonable in price.

Write for prices to the factory, or our agents

John H. Graham & Co., 113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co., 94 CHAMBERS ST., NEW YORK.

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WE HAVE

ROPE

AND

BINDER TWINE

TO SELL.

H. CHANNON COMPANY,

24-26 Market St., - CHICAGO.

WRITE TO US FOR PRICES.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Albany, N. Y.—The Burleson Hardware Co. to deal in general Hardware in the city of Niagara Falls; capital, $15,000. The directors are William E. Burleson, Mary C. Burleson and Max Amberg, all of Niagara Falls.

Bardolph, Ill.—S. D. Moody & Son.

Biwabik, Minn. — Calvin & Robb, the lumbermen, have opened a Hardware store here.

Britt, Iowa.—F. B. Rogers & Son, Hardware, have opened new store, and are handling sporting goods, etc.

Gaylord, Mich.—H. E. Blodgett, Hardware, will open new store in the Smith building, corner of Main and Centre Streets.

Milwaukee, Wis. — The Dixon-Malone Hardware Co., of Racine, has been incorporated.

Richmond, Va.—The White Hardware Co. has been incorporated with James White, president; C. A. Mottley, secretary; F. H. Jones, treasurer; for the purpose of conducting a wholesale and retail Hardware business. Capital stock not less than $3000, nor more than $10,000.

San Leandro, Cal.—The Arcade has established a Hardware store in the Masonic building on San Lorenzo Avenue.

Trenton, N. J.—Commercial & Mfg. Co., to deal in Hardware; capital stock, $30,000. Incorporators: William J. Fawcett, G. G. Watts and Richard Harrison all of Pittsburg.

Changes and Improvements.

Berea, Ohio.—F. Brown, dealer in Hardware, stoves, etc., is building a new store, which will be 32x75 feet in size, two stories high, with basement. This is on the site Mr. Brown has occupied for the past twenty-five years.

Carson City, Mich.—A. B. Loomis, Hardware, succeeded by the Loomis Hardware Co.

Chattanooga, Tenn.—The Magill Hardware Co. have moved into the storeroom, No. 624 Market Street, which is next door to their former place, No. 622 Market Street. The new place has about twice as much space as the old, and to secure this was the purpose of the removal. A great many improvements are being made in the stock and store of the company. New departments are added and all departments are enlarged.

Crete, Ill.—F. W. Reed, one of our Hardware merchants, is moving his stock to Grant Park.

Davenport, Wash.—A. W. Turner, the Hardware merchant, will erect a new brick block this summer on the corner of Morgan and Sixth Streets.

El Campo, Texas.—A. Fahrenthold, Jr., Hardware, succeeded by A. Fahrenthold & Co.

Eleva, Wis.—G. H. Snoyenboss, Hardware and agricultural implements, succeeded by F. J. Hartman & Co.

Elkton, Ky.—Harry C. Miller, implements and Hardware, has sold out his business to Charles Cartwright, who will continue the business.

Emaus, Pa.—H. W. Jarrett, Hardware, sporting goods, etc., is building an addition to his store.

Eureka, Kans.—H. L. Stoddard, Hardware, succeeded by A. Evans.

Fort Smith, Ark.—Conrad Triesch, the well-known Hardware dealer, is now in his new quarters at No. 1005 Garrison Avenue.

Fort Smith, Ark.—The Atkinson Hardware Co., corner of Seventh and Garrison Avenues, have purchased the adjoining building, and will move into it just as soon as the present occupants move out.

Gainesville, Fla.—Steinberg & McMullen, Hardware, succeeded by Steinberg & Thomas.

Good Hope, Ill.—G. K. Hannaford is building an addition to his Hardware store near the station.

Greenville, Texas.—McDowell, Lee & Co., Hardware, etc., succeeded by Swift & Bethel.

Hartford, Wis.—Neu Bros., Hardware, succeeded by Joseph Neu.

Indianola, Ia.—Mr. Josselyn is now out of the Hardware business, and will devote his time to the manufacturing business.

Kent, Wash.—Cavanaugh Bros., Hardware, reported to have dissolved partnership.

Leesburg, Fla.—The Hardware firm of Noble & Lovell has been dissolved, Mr. Lovell continuing the business at the old stand.

Macomb, Ill.—S. A. Woods has disposed of his Hardware stock in this place to S. A. Moody, of Atlanta, Mo.

Manitowoc, Wis.—E. K. Rand has sold his interest in the Rand & Roemer Hardware Co. to Jacob Roemer. E. H. Rand still retains his interest and the firm name will remain as before.

Minooka, Ill.—J. H. Murphy has sold his interest in the Hardware store to C. A. Sperry, who will continue the business.

Montrose, S. D.—Owens & Ostrander, Hardware, reported to have dissolved partnership.

Pine Island, Minn.—Darknell & Kittleson, Hardware and machinery, reported to have dissolved partnership.

Prague, Neb.—Secor & Kaspar, Hardware, etc., succeeded by Frank Secor.

Red Wing, Minn.—J. L. Brink, who for a number of years has been employed with Augustine, Swanson & Co., has removed to West Concord, Minn., where he has purchased a Hardware store.

San Rafael, Cal.—Kinsella & Johnson have dissolved partnership. Mr. Johnson will continue the Hardware business, and Mr. Kinsella will conduct the plumbing business in the future.

Shelby, N. C.—D. M. Baker has sold his stock of Hardware, good will, etc., to J. F. Williams.

Sherman, Texas.—Roberts, Hardwicke & Taylor Co., wholesale and retail Hardware, changed style to Roberts, Sanford & Taylor Co.

Somerville, N. J.—Haywood & Hoadley, Hardware merchants, have dissolved partnership. The business will be continued by Mr. Hoadley.

Stony Creek, N. Y.—C. H. Gill has sold his stock of Hardware and furniture to M. L. Messenger.

Syracuse, N. Y.—Drennan & Baldwin, heavy Hardware, reported to have dissolved partnership.

Tingley, Iowa.—S. S. Shay, Hardware and agricultural implements, succeeded by Frank Landreth.

Trumansburg, N. Y.—Briggs & Co. have begun the stone foundation for their new Hardware store. It will cover the ground occupied by the old Hardware store and Atwater's dry goods store, and will be a large and commodious building.

Webster City, Iowa.—A. L. Rasmussen, Hardware, succeeded by W. C. Grant.

Business Embarrassments.

Holton, Kan.—W. D. Green, Hardware and implement dealer, has made an assignment to James F. Purvis. The total liabilities amount to $7047.44.

Martin, Tenn.—Phelan Bros., Hardware, reported to have made an assignment.

Minneapolis, Minn. — W. E. Edwards, house furnishings, Sixth Street, between Hennepin & Nicollet Avenues, has made an assignment to C. H. Childs.

Burglaries in Hardware Stores.

Clinton, Mass.—Chas. Bowman, razors.

Lehigh, Iowa.—H. W. Ross, $800.

Norton, Kan.—Kimmell & Marsh, $150.

Peoria, Ill.—Hunter & Strehlow, cutlery.

Poughkeepsie, N. Y.—Wm. H. Ritter, cutlery.

Tamaqua, Pa.—Peter Griffith, revolvers.

Recent Fires.

Armada, Mich.—E. A. Hulett, Hardware, damaged by fire at a loss of $1000; partially insured.

Bicknell, Ind.—Albert Brocksmith, Hardware, store destroyed by fire.

Dushore, Pa.—Samuel Coles, Hardware stock has been damaged by fire to the extent of $3000.

Fayette, Mo.—John Tolson & Son, Hardware, damaged by fire. Partially insured.

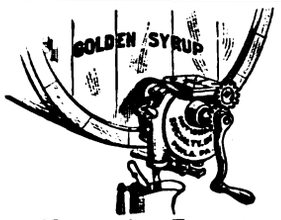
Genesee, Pa.—The Elmer Hardware Co., damaged by fire.

New York, N. Y.—Hulbert Bros., dealers in sporting goods, stock damaged by fire.

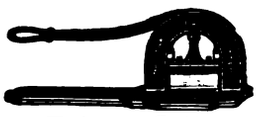
Spartansburg, Pa.—The stock of John M. Webb, Hardware merchant, has been destroyed by fire.

Wichita, Kan.—J. H. McKnight, wholesale Hardware, damaged by fire.

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Tobacco Cutter.

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That measure a pint, a quart or a gallon accurately. A Barrel Drainer that adjusts automatically to fit in the bunghole. No bung borers needed and no molasses wasted. Coffee, Spice and Drug Mills that grind as you like it. Draw Cut Tobacco Cutters that do not squeeze through, but cut with ease. Our goods are second to none. All are fully warranted. Send for Catalogue to

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No. 1 Mill.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

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Every Family Wants One.

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Johnson's Portable Harness Shop . .

NEVER TOO LATE TO MEND.



Is a complete Harness Repair Equipment. The tools and supplies are of standard quality, the seat is a varnished chest (18x8x5) and contains the outfit when not in use. SO SUBSTANTIAL as to last a lifetime. SO PRACTICAL as to be an ECONOMIC NECESSITY to horse owners! Your customers want 'em! Jobbers sell 'em!

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We want one Hardware firm in every city or county to sell this fence.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—A certificate of incorporation has been filed with the Secretary of State by the Delaney Forge & Iron Co., with a capital of $100,000 paid in. The company are to make and deal in iron forgings. The place of business is at No. 300 Perry Street, Buffalo. Directors are: Joseph Howard, John Slott and William A. Robbins, all of Buffalo.

Brooklyn, N. Y.—H. C. Harney & Co. has been incorporated by E. S. Bosworth and others; to manufacture metal castings. Capital stock, $10,000.

Brooklyn, N. Y. — W. H. Lundequist Co.; to manufacture Hardware. Capital, $1600. Directors: Frederick Moran, William Lundequist and Elizabeth A. Lundequist.

Columbus, Ohio.—The Patton Mfg. Co. has been incorporated with a capital of $25,000, to deal in hollow ware and other castings of aluminum. The incorporators are A. G. Patton, L. L. Rankin, N. B. Abbott, Thomas E. Knauss and M. G. Patton.

Hastings, Mich.—International Seal & Lock Co. has been incorporated, with a capital stock of $60,000.

Meridina, N. Y.—The A. L. Sweet Iron Works has been incorporated by A. L. Sweet and others. Capital stock, $200,000.

Montreal, Can.—The Montreal Hardware Mfg. Co. has been incorporated with C. E. Delorme as manager.

New York, N. Y.—Seamless Metal Ware Co.; to manufacture all kinds of metal ware. Capital stock, $150,000. Directors: Erneste G. Fabbri and Allessandro Fabbri, Scarborough, N. Y.; Adolphe E. Bowie, Benoni Lockwood, Jr., and Edmund L. Zalinski, New York City.

San Francisco, Cal. — Houghton Lock Co. has been incorporated by Douglas S. Watson, Warren Olney, Jr., Donzel Stoney, Raymond K. Sherman and Robert M. Price.

St. Louis, Mo.—The Griffiths Iron Works Co. have been incorporated by George Griffiths and others. Capital stock, $5000.

Tecumseh, Mich.—The Tecumseh Malleable Iron Co. has been incorporated with capital of $25,000.

Changes and Improvements.

Akron, Ohio.—Large orders for war material have been received by Taplin, Rice & Co. The orders so far consist of large castings for eight sets of coal hoists for coaling stations and war vessels. These orders are being filled by the Brown Hoisting & Conveying Machine Co., of Cleveland, which at present has more work than it can handle.

Aurora, Ill.—The Wilcox Mfg. Co. has decided to enlarge its plant. There will be an addition to the main building, which will be of brick and two stories high. The track shop will be extended, doubling its capacity, and a new building will be put up for holding the raw materials.

Cincinnati, Ohio.—The Addyston Pipe & Steel Co. has arranged for practically doubling its foundry capacity, and some of the contracts for the work are already let. The foundry floor space will be exactly doubled, and work on the construction of the buildings will begin in the near future. When completed, the plant will be one of the largest of its kind in the United States, The company will spend about $30,000 in new appliances. Electric cranes, each with a capacity of 50,000 pounds, have already been contracted for with the Morgan Engineering Co., Alliance, Ohio.

Connersville, Ind. — The Connersville Blower Co. has contracted with the Muncie (Ind.) Bridge Co. for the erection of an iron building to replace the foundry recently destroyed by fire. The new building is to be twice as large as the old one, thus giving the company twice the capacity it heretofore had.

Dallas, Tex.—The Southern Rock Island Plow Co. will erect a large building at the corner of Elm and Houston Streets, which will be four stories in height, constructed of pressed brick, stone and iron, and of the most modern architectural design. The Southern Rock Island Plow Co. will use the building exclusively as southwestern headquarters.

Indianola, Iowa.—The old brick and tile works have been converted into a factory for the manufacture of axe and pump handles, single and doubletrees, yokes, etc.

Middletown, Pa.—The American Tube & Iron Co.'s plant is busy on some large orders for trolley poles.

Newark, N. J.—The entire plant of the Hansell Spring Co. will be removed to Ambler, Pa., in a short time, where a larger factory and increased facilities will be utilized. The company will add considerable new machinery.

Pittsburg, Pa.—The Pennsylvania Tube Works Co. has begun the manufacture of boiler tubes, for which quite a number of orders have already been secured.

Roanoke, Va.—The Norwich Lock Co.'s works have been purchased by S. Hamilton Graves for $6700, who will put same in operation.

St. Louis, Mo.—The Pleuger & Henger Mfg. Co. is adding a tinning plant to its equipment, for tinning in both grey and malleable iron, and at the same time is putting in a galvanizing department.

St. Louis, Mo.—The St. Louis Screw Co. will increase its capital stock from $30,000 to $60,000.

Toledo, Ohio.—The plant of the Brewer Steel Tubing Co. has been sold to the Shelby Tube Co. The price paid is said to be $125,000. The Brewer Co. went into the tube combine a year ago, and since then has been practically idle.

Wheeling, W. Va.—The La Belle Iron Works will build a new tin house, an addition to the present structure. It will be of the same dimensions as the old one, being two stories in height, built with brick, with massive stone foundation.

Recent Embarrassments.

St. Catherines, Ont.—The failure of McMillan & Haynes, large manufacturers of saws, has been announced. An assignment has been made of the firm's affairs to J. M. Wallace, of St. Catherines, and a meeting of the creditors has been called.

Recent Fires.

Nicetown, Philadelphia, Pa.—The tack factory of Philemon Roberts, Wayne and Roberts Avenues, has been destroyed by fire, entailing a loss of about $4000; insured.

Trenton, Mo.—The Trenton axe-handle factory has been burned to the ground, entailing a loss of about $15,000; insurance, $5000. The fire was undoubtedly of incendiary origin. The factory was one of the largest of its kind in the State, and a large force of men was employed.

Trumansburg, N. Y.—The Gregg Iron Works plant has been destroyed by fire. Loss, $50,000. The Morse Chain Works were also destroyed. Loss, $50,000; insurance, $25,000.

Miscellaneous.

Akron, Ohio.—At a meeting of the stockholders of the Frank, Laubach & Nutt Co., they reelected the old board of directors. The board elected the following officers: W. J. Frank, president; W. F. Laubach, vice-president; G. W. Clemmer, secretary and treasurer.

Chattanooga, Tenn.—The annual meeting of the stockholders of the Chattanooga Hardware Co. has been held and the following officers elected for the ensuing year: Directors: R. K. Carter, of New York; A. M. Johnson, J. W. Johnson, J. W. Cavendar and J. L. Davies, of Chattanooga. President, A. M. Johnson; vice-president, J. W. Johnson; secretary and treasurer, J. L. Davies. The company determined at this meeting to retire from the retail business and confine their operations entirely to the jobbing interest. They will dispose of their retail stock at once in the most judicious and expedient manner, and rent their Market Street store. The jobbing business will be conducted from their large four-story building, No. 14 East Seventh Street.

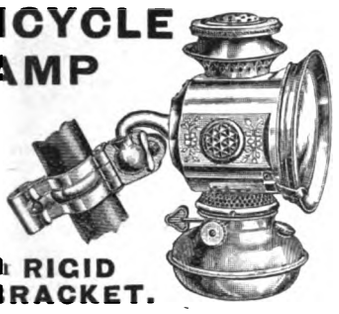
Fremont, Ohio.—Work on the new cutlery factory is going forward rapidly. Brick laying has progressed above the first story and the second floor joists are being laid. The factory building will be much larger than was first contemplated. Four large wings have been added and the structure will be three instead of two stories high.

New York, N.Y.—The Union Nut & Bolt Co. have just received another contract from the Government for a large quantity of nuts and bolts. These will be shipped to the Brooklyn Navy Yard, where they will be used in the repairing of several Government vessels now at that place.

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Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

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Beautiful Goods in Wrought Metal.



These Coat and Hat Hooks are made of Wrought Steel and Wrought Bronze Metal in all the desirable finishes. They are strong and handsome. We have some other patterns that are also good sellers. Write for illustrations and prices.

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TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

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Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

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FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.

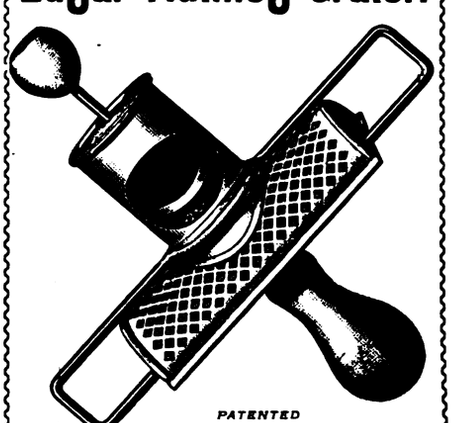
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New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

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The ONLY good Nutmeg Grater ever made.

Ask your jobber for it, or send to us for sample.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Aberdeen, S. D.— Albert Stratton has opened a bicycle and repair shop in a building on Second Avenue.

Belt, Mont.— D. J. Dolsen has erected a building which he will use as a bicycle shop. He will both rent and sell wheels.

Belleville, N. J.—The American Dunlop Tire Co. has located its factory and main offices at this place. It is stated that an increase in business, calling for more facilities than the former site afforded, necessitated the removal.

Britt, Iowa.—F. B. Rogers & Son.

Brooklyn, N. Y.—The S. Mass Co. has been incorporated by Aaron Mass and Moses Nussbaum; to manufacture bicycles. Capital stock, $3000.

Detroit, Mich.—The Ives-Rapp Mfg. Co. has been incorporated by M. G. Ives, Samuel N. Rapp, Wm. Ives, Mary Ives Cowlan and Ellen Esther Ives; for the manufacture and sale of bicycles. Capital stock, $8000.

Kokomo, Ind. — The Haynes-Apperson Co., incorporated to manufacture motocycles. Capital stock, $25,000.

New Haven, Conn. — Beecher Folding Bicycle Stand Co. has been incorporated by Frederick Kinsley, Lyman A. Holmes and Hyman S. Fisher. Capital stock, $800.

Pittsburg, Pa.—Chris Hauch, jeweler, has taken the agency for the Eclipse bicycle.

Pittsburg, Pa.—W. J. Johnson & Co., jewelers, have taken up bicycles.

Portland, Me. — International Rubber Tire Co. has been organized with Eleazar Kempshall, president; Henry Tolman, treasurer; for the purpose of manufacturing and dealing in tires. Capital stock, $500,000.

Portland, Me.—The Elastic Bicycle Boot Co. has been organized at Portland, Me., to manufacture Hill's patent elastic riding or bicycle boots. The officers hail from Lynn, Mass.

Raleigh, W. Va.—The United States Ball-Bearing Co. has been incorporated by John J. Hemphill, Creed M. Fulton, Blain W. Taylor, James D. Richardson, Claude A. Swanson, S. B. Cooper and W. A. Jones. Capital stock, $1,000,000.

Changes and Removals.

Boston, Mass.—Park Cycle Co., dissolved.

Buffalo, N. Y.—At a meeting of the creditors of W. C. Boak, held recently, it was decided to take the property out of the hands of the assignees and place it in charge of a committee of the creditors. It is confidently expected that the estate will yield a dividend of from 40 to 50 per cent.

Buffalo, N. Y.—Robert Nixon & Co., dissolved, Mr. Nixon continuing the business.

Chattanooga, Tenn.—J. W. Thompson has removed his bicycle repair shop from No. 905 Georgia Avenue to No. 18 Whiteside Street.

Chestertown, Ind. — Quick & Lindahl, sporting goods, Hardware, etc., succeeded by Frank Quick.

Chicago, Ill.— Continental Financial & Investment Co have certified to a change of name to the Cantilever Cycle Mfg. Co.

Chicopee Falls, Mass.—The Victor Sporting Goods Co., which has been organized to continue the sporting goods business of the Overman Wheel Co., will remove its factory and offices from this place to Springfield. The company has a capital stock of $20,000, with the following officers: F. J. Faulkner, Lynn, president; C. B. Whitney, Springfield, secretary and manager; A. E. Taylor, treasurer.

Eureka, Kan.—H. L. Stoddard, sold out.

Groton, S. D.—H. R. Bartlett, Hardware, sporting goods, etc., business purchased by W. W. Rounds.

Hartford, Conn.—J. E. Leitz & Co., bicycles, succeeded by Leitz & Grant.

Lancaster, Pa.—Martin & Herr, bicycles, succeeded by Omar E. Herr.

Los Angeles, Cal.—Stephens & Hickok, bicycles and sundries, succeeded by Pope Mfg. Co.

Montreal, Que. — Choquet & Lemieux, Hardware, sporting goods, etc., have dissolved partnership. Succeeded by H. R. Lemieux.

Pomona, Cal.—Martin & Patterson, succeeded by H. M. Martin.

Portland, Me.—South Portland Enamel & Bicycle Repairing Works, purchased by J. Dyer, Manager H. Bessy.

Richmond, Ind.—The Richmond Bicycle Co., receiver has sold the plant for $13 000. The company will probably be reorganized.

Worcester, Mass.—The creditors of the Speirs Mfg. Co. have decided to continue the business under the direction of the assignees. At a meeting of the creditors held several days ago a committee was appointed, consisting of F. A. Reed and Wm. H. Inman, of Worcester, and J. H. Wiggins, of Boston, who will investigate the condition of the company's affairs and report at a later date.

Recent Embarrassments.

Janesville, Wis.—Frank Randall, bicycles, reported to have made an assignment.

New York, N. Y.—Justice Lawrence has granted a motion to appoint a receiver for the partnership formerly carried on by Alcott & Vultes, under the style of the Eastern Wheel Works, at No. 90 Chambers Street, in a suit brought by Edward H. Alcott against Henry V. Vultee for an accounting. They dealt in bicycles and supplies. The firm was formed March 1, 1897, and was dissolved November 16, 1897, at which time they had good assets of $4149 and liabilities of $1133.

Philadelphia, Pa.—The Bicycle Supply Co., No. 928 Arch Street, have made an assignment for the benefit of creditors to the Commonwealth Insurance & Trust Co.

Richmond, Va.—E. H. Clowes & Co., bicycles, reported to have made an assignment.

Rock Island, Ill.—Hansen & Mintz, bicycle repairers, reported to have made an assignment.

Shelby, Ohio.—Cramer & Co., bicycles, bicycle sundries, etc., reported to have made an assignment.

Washington, D. C.—The bicycle firm of Larrimore & Ridenour, composed of William K. Larrimore and Henry E. Ridenour, have assigned to Edward L. Gies and William M. Offley. The liabilities are placed at $5509.48 and the assets estimated at $5801 62.

Westboro, Mass.—Ariston Mfg. Co., bicycles, reported to be in bankruptcy.

Recent Fires.

Detroit, Mich. — The Wheeler Bicycle Saddle Co., bicycle saddles, damaged by fire at a loss of $40,000.

Ithaca, N. Y.—The works of the Morse Chain Co. were destroyed by fire recently, together with the plant of the Gregg Iron Works. The combined loss was $100,000, partially covered by insurance. It is said the fire will not materially interfere with the business of the Morse Co.

Newark, N. J.—The factory of the Stockton Mfg. Co., manufacturers of bicycle parts, at No. 55 N. J. R. R. Avenue, has been destroyed by fire at a loss of $20,000. Insured.

Miscellaneous.

Canton, N. Y.—The legal controversy between Drury & Sims, of this place, and James E. Plew, of Chicago, over patent rights to the soft-nosed bicycle saddle, is reported to have been satisfactorily settled, and in a way to permit each party to continue to make and market the saddles.

Chicago, Ill.—President Coleman, of the Western Wheel Works, is reported to be interested in the manufacture of a rapid-fire gun, which may add to his fame and fortune.

Elmira, N. Y.—The Eclipse Bicycle Co. reports that hundreds of letters are received at the factory daily concerning the automatic pedal brake it is using on its wheels this season, invented by Superintendent Morrow of the factory. The inquiries include a number from foreign countries.

Fitchburg, Mass.— W. O. Johnson, the youngest son of the late Iver Johnson, founder of the Iver Johnson's Arms & Cycle Works, has recently joined his brothers, Fred I. and J. Lovell, in the management of their vast business interests. Mr. Johnson has acquired a technical education and made a study especially of mechanical construction, which will prove of great advantage to him in his new work.

Northampton, Mass.— Assignee Spaulding, of the Northampton Cycle Co., has been visiting the numerous agencies of that company in several States. He reports the chances are very good for disposing of the various assets of the Warner estate in a way which will be satisfactory to the creditors.

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"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM BICYCLE BELL. . .

Rings While Button is Pressed.

LATEST NOVELTY OUT.

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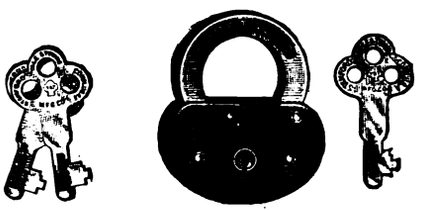
113 Chambers Street,

NEW YORK.

Yale Bicycle Sprocket-Locks.



Cuts here shown are ⅛ natural size.



No. KS4J. Actual size 1 inch.

No. KS6J. Actual size 1¾ inches.

An 8-page folder descriptive of our line of Bicycle Locks sent on request. It will be furnished in quantity to our Trade Customers gratis; in which case name and address of this Company will not appear upon it.

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The Original Ring Packing.

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HARDWARE MANUFACTURERS' AGENTS.

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FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

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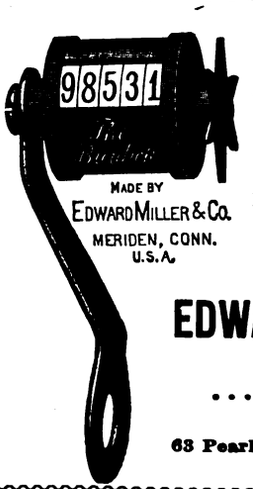
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The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS.

EDWARD MILLER & CO.,

Factories and General Office,

. . . MERIDEN, CONN. . . .

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Continuous Strip 300 feet. **NO RIVETS.** *Others on the market are weaker by being riveted every eight or ten feet.*



Soft Steel Strap allows a nail to be driven anywhere. Made in such a manner that the Bosses protect the heads of nails.
Packed in cases of 20 coils of 300 feet each, on individual hangers or one iron floor stand gratis. ½, ⅜, ¾, and 1 inch in width.

Write for Samples and Prices.

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We will send, postpaid, for **$3.50**

Thomas Hardware and Kindred Trades Reference Book.

This directory is just issued; and after the above date will sell for $5.00. It comprises, in nearly 60,000 names, the wholesale and retail Hardware Dealers, Cutlery Dealers, Agricultural Implement Dealers; Stove, Tinware and House-Furnishing Goods Dealers; Fire-arms, Sporting Goods, and Fishing Tackle Dealers. . . . .

This list is especially designed for circularizing, by giving the street numbers in cities, and the ratings in each case. . . . . .

To those accepting this offer, the Thomas Publishing Co., publishers of this work, agree to send the changes throughout the year; and to refund postage losses, incurred through incorrect addresses.

ADDRESS

HARDWARE PUBLISHING CO., 143 CHAMBERS STREET. NEW YORK CITY.

NICKEL PLATING

LACQUERS, CYANIDE POTASH, NICKEL SALTS.

ESTAB. 1828. INCOR. 1881.

THE HANSON & VAN WINKLE Co.

OFFICE NEWARK, N.J., U.S.A. AND WORKS

NEW YORK. CHICAGO.

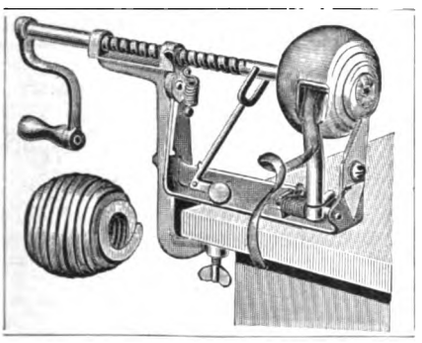
TRIPOLI, ROUGE, BUFFS, & C.

OUTFITS

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APPLE PARERS.

Since 1864 the making of apple parers has been an important feature of our business; and, as we are constantly looking for improvements, and making use of them, too, our present line, which consists of nine different machines, although not all new, may be said to be the culmination of thirty-four years of practical experience.



The illustration here given represents the WHITE MOUNTAIN PARER, COREER and SLICER. It has been imitated (not once or twice), but never equalled, and is to-day the most durable, substantial and satisfactory low priced Parer, Corer and Slicer for family use; and, we may also say, the one most widely known and used.

We have made it a point to supply every need in the line of apple parers for homes, hotels, restaurants, bakeries and evaporating factories.

Our new machine, THE TURN TABLE "'98" (it pares and knocks off the apple) is meeting with wonderful favor. We verily believe it has more good points to the square inch than than any other parer we ever saw. If you hav'n't seen it, you should. Most jobbers are selling our parers. Catalogue free. . . . . .

GOODELL COMPANY, - Antrim, N. H.

THE
ROSSENDALE - REDDAWAY
BELTING & HOSE CO.,
Newark, N. J., U. S. A.

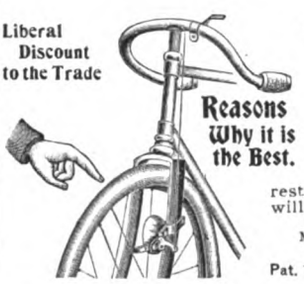


Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

Liberal Discount to the Trade



Reasons Why it is the Best.

The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. **Price $1.00 each.**

MANUFACTURED BY J. DOUGHTY & CO.,
Pat. Jan. 11, '98. 1025 Arch St., Philadelphia, Pa.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

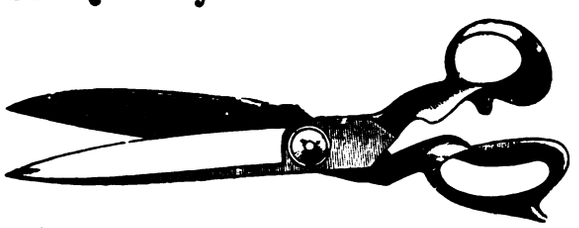
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

WHEN YOU WANT THE
Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

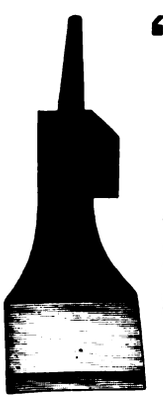
J. WISS & SONS, NEWARK, N. J.

We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the BEST in the line, consequently the cheapest. . .

Ship Carpenters' Tools
"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, Chisels,
Mauls, Gouges,
Scrapers, Slicks.

STOCK ON HAND READY FOR DELIVERY.



Ship Axe.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED—Salesmen to sell lubricating oils from samples on commission. THE EUCLID OIL CO., Cleveland, Ohio.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

SITUATION wanted in a retail Hardware store by a sober young man, who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT," No. 3027 Poplar Avenue, Chicago, Ill.

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober—a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. R., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

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ON EXHIBITION

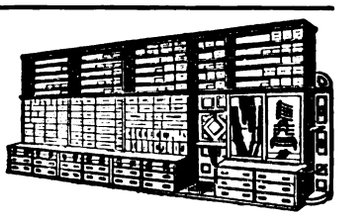
Model Hardware Store!

Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.





Situations Wanted.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—First-class Hardware specialty salesman to handle shears with patent lock bolt and nut to the trade as a side line. Address T. BERRIDGE & SON, Sturgis, Mich.

For Sale.

FOR SALE—A quantity of tea balls below cost of importation. BOTTOMLEY & BELING. No 86 Front Street, New York.

A GOOD clean stock of Hardware, stoves, tin-ware and agriculurtal implements in one of the best villages in New York State, situated in a splendid dairy section. Stock will invoice about $6000. Best reasons for selling. Address R. W., care HARDWARE, No. 143 Chambers Street, New York.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if reqnired. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

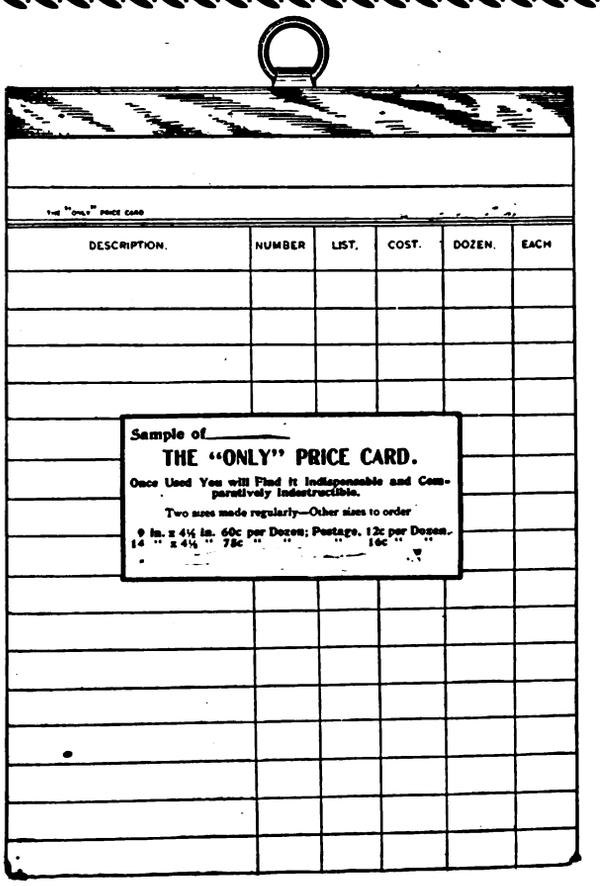
PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

Do You Use Price Cards?

The "Only" Price Card is not only convenient in size and arrangement, but is made from material that will stand hard use. The top is metal bound and has an adjustable ring with which to hang it. The price is extremely low for the quality. . . . .

9 in. x 4½ in. 60c. per dozen, postage 12c.
14 in. x 4½ in. 75c. per dozen, postage 16c.

OTHER SIZES TO ORDER.



HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

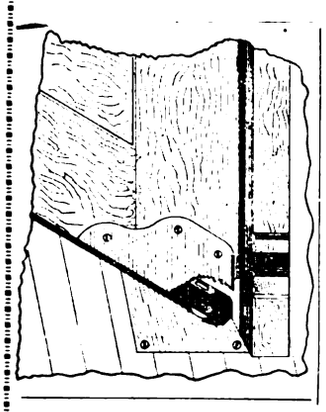
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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."



The Matchless Double Acting

FLOOR SPRING HINGE.

. . . . BALL BEARING.

For Vestibule, Butler's Pantry and Outside Doors, they cannot be excelled.

LAWSON MFG. CO.,

MILWAUKEE, WIS. CHICAGO, ILL.

THE ST. LOUIS WASHING MACHINE.

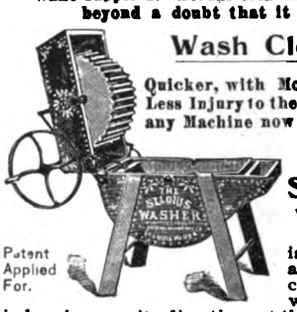
UNEQUALED IN EFFICIENCY,

Capacity, and Perfect Working Qualities.

Constructed on Scientific Principles. A long felt want supplied. Actual trial has proven beyond a doubt that it will

Wash Cleaner,

Quicker, with More Ease and Less Injury to the Clothes than any Machine now in Use. . .



Patent Applied For.

The St. Louis Washer

is a double acting machine, working with two cylinders in opposite directions at the same time, thus cleansing the clothes more thoroughly than could possibly be done on the old fashioned board or any other washing machine now on the market. It is so arranged that it is absolutely impossible to tear the clothes, and works so simply and easily that a child can work it without fatigue.

New York Office, 168 Chambers St.

Man'f'd by the **ANTHONY WAYNE MFG. CO.,**

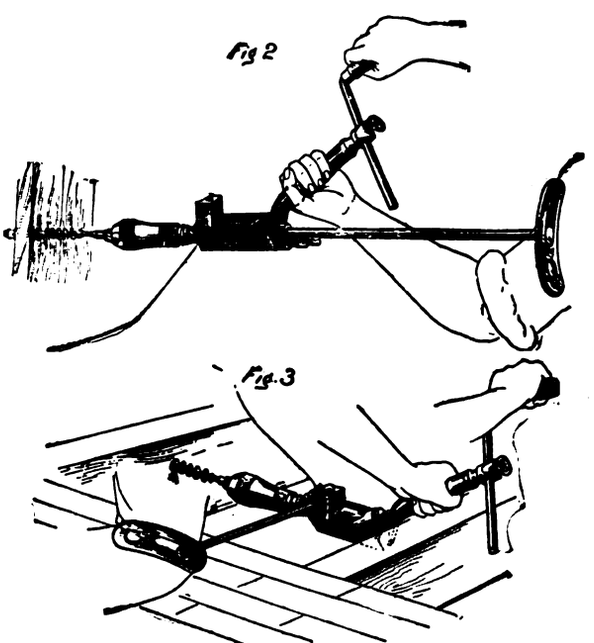
Ft. Wayne, Ind., and St. Louis, Mo., U.S.A.

COMBINED DRILL AND COUNTERSINK FOR CENTERING LATHE WORK.



J. T. SLOCOMB & CO.,
PROVIDENCE, R.I. U.S.A.

THE McCLELLAN
PATENT GUIDE FRAME COMBINATION ANGLE AND BREAST BRACE.



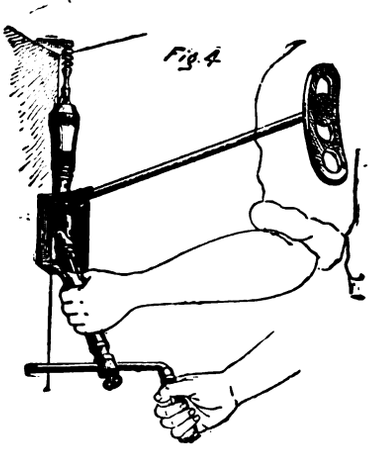


Fig. 2 being used as an ordinary breast brace.
Fig. 3 in use boring between joist in floor.
Fig. 4 overhead, in corner, or between upper ceiling joist.
Easily taken apart and put together.

This Brace is especially adapted to WORK WHERE IT WOULD BE IMPOSSIBLE TO BORE A HOLE WITH ANY OTHER TOOL. Telephone, Telegraph and Electrical Construction in general, Car Builders, Plumbers, Carpenters, etc., being PARTICULARLY USEFUL FOR CORNER BORING.

John H. Graham & Co., Sole Selling Agents,

P. O. Box 1042. 118 Chambers St., NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters.....
Railroad.....
} 40&12½%

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Basket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.. ...$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.. .....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder... 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1. 5
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ 35
Buck Shot, 25-lb bags, ₩ bag...$1.50
Buck Shot, 5-lb bags, ₩ bag....$ .35
Chilled Shot, 25-lb bags, ₩ bag.$1.53
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1lb each..... .25
F, FF, FFF, in canisters of ½lb each..... .15
F, FF, FFF, in canisters of ¼lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25lb each..... 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each..... 1.10
Orange Rifle "Extra," F, FF, FFF, in kegs of 25lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼lb each..... 1.25
Meal Powder, In kegs of 25lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25lb each 1.50
Fourth of July Powder, In kegs of 25lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000 .....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Galien Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz. $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.80
Perfect, No. 2 .....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Cincinnati Tool Co.:
Brace twist drills for metals. 50&5@50&10%
Brace twist drills for wood. 40&5@40&10%
Screw and plug.....35&10&10%
Cleveland Wood Bits for Brace, Style A, No. 114.....50&5%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip.....40%
No. M Extension Lip pattern car bit.....40%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00. ....50&10@60%
Ives' Model, ₩ doz. $60....50@50&10%
Swan's.....40@40&10%

GIMLET BITS—
Diamond ₩ doz. $1.25.....40&10%
Double Cut, Shepardson's.45&10@ 50&10%
Double Cut, Common, ₩ gro. $2.75 @$3.25
Double Cut, Douglass'....40&10@50%
Double Cut, Ladds'.....70%
C. E. Jenning & Co.:
Double Cut.....50%
German.....50%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse .....60&10&10%
Syracuse, for wood.....40%
W. & B. Diamond.60&10@60&10&10%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard .....60&10@70%
Syracuse.....60&10@70%
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr.....33@35c
Sewing, Com.....₩ gro. 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1 65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad..... .....40&10%
Patent Pegging.... .....50&10%

Awl and Tool Sets—
Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 43, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $13; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $13; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—
First quality, best brands.$5 00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...60@60&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%

Balances—
Chat llon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....60&10%
War. 3 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10@75%

Beneh Stops—

Cincinnati.....1f@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..℔ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ℔ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B .....℔ pair, $6.50
W. & P.....℔ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ℔ doz. $15.00.....45%
Ives'℔ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ doz. $3..33⅓@33⅓&10%
Excelsior..℔ doz. $10.00....50&10&2%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets.....$5.50
Gorhans Improved Star Tenon ℔ gro. $1.00.....25%
Merriman's Brass Lever ℔ gr. $15.00
Merriman's Iron Lever ℔ gr...$9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ℔ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list.50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common .....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&10%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.. .. ..20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	3.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	3.75

Bow Pins—

1¾ inch, ℔ gro.....$4.50@$5.00
Inch, ℔ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&90&10%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@70%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint..... 75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....℔ gross $1.75@$1.90
Goodell's Acme.....℔ gr. $6.00
No. 5, Iron Handle.℔ gr....$2.00@2.25
Sardine Scissors...℔ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ℔ doz. $4.00@$4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ℔ doz. $3.00.....55&5%

Cards—

Cotton .....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ℔ doz.75@$1
Cast Steel, Polished.....℔ doz. $2.25
Socket.....℔ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen } Cyco-Bearings ℔ doz. $27.00
Crystal..... ℔ doz. $36.00
Gold Medal.... ℔ doz. $24.00
Grand..... ℔ doz. $36.00
Grand Rapids. ℔ doz. $33.00
Hall..... ℔ doz. $60.00
Prize..... ℔ doz. $24.00
Premier..... ℔ doz. $24.00
Superior..... ℔ doz. $24.00
Welcome..... ℔ doz. $24 00
Crown Jewel, japan finish, ℔ doz $19.00
Crown Jewel, nickel, ℔ doz. $21.00
Furniture Protector, Japan.....℔ doz. $22.00
Furniture Protector, Nickel.....℔ doz. $24.00
"Standard A," Jap...℔ doz. $20.00
"Standard A," Nick..℔ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....℔ doz. $2.00
Child's.....℔ doz. $2.50
Little Daisy.....℔ doz. $1.50
Little Jewel.....℔ doz. $6.00
Little Queen.....℔ doz. $3.50
Misses.....℔ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ℔ doz. net $13.00
"Criterion," ℔ doz. net.....$16.00
"Popular," ℔ doz. net.....$12.00
"Sovereign," Jap. ℔ doz. net. $17.00
"Sovereign," Nic ℔ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap $18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap $20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.... $24.00
Common Sense, Cam-Action, Nic $24 00
Our Best, Cam-Action, Nic..$24.00
Majestic Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolt —

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed..... 66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60 &10%
Martin's Patent (Phoenix). 60@60&10%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, Ass'n cask prices.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.50	4.10	3.10	2.75	2.70	2.50	2.35	2.25

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.. .....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10c&5@70%
German Halter Chain.60&10&5@7.%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&t@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 75&10&5@70&5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
Cold Chisels, good quality, ℔ lb 14c@16c
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Balz Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co.40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....℔ doz. $3.25
Star Shank.....℔ doz. $3.75
Star Socket.....℔ doz. $4 00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....℔ doz $7.20 net
Mascott.....℔ doz. $3.40 net
Monitor.....℔ doz. $9.00 net
Stewart Pat.....℔ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretzinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.51
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List,
Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses; Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Unity F. G.....50%

Door Openers, Electric—

Electric Door Opener, complete. $9
50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50.
70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 30 in. ₩ doz $1.20@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@30&5%
Ohio Tool Co.....75&10&5@30&5%
P. S. & W.....75&10&5@30&5%
Witherby.....75&10&5@30&5%
Watrous.....30&10@40%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩
doz.....$16.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P S & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00;
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size,...₩ doz. $2.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $6.00
Dover, Steel Handle No. 10, ₩
gro.....$6.00
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 3¼.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...60c. each.
Gas Burners, Electric....50c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....30c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$3.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Per-
celain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF FF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4¾c	5½c	8½c
¼ kegs, ₩ lb.	5c	6½c	8½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Met-
al Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock..
40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....40%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand."
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...20@20&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&25
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@30%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft..$3.00
Single Taped Fuse....₩ 1000 ft. $3.50
Double Taped Fuse...₩ 1000 ft. $4.70
Triple Taped Fuse....₩ 1000 ft. $5.70
White Gutta Percha Fuse,
₩ 1000 ft. $5.30

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit ₩ doz
$3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35,
1.50&1.75.....40&10%
Maydole's.....33⅓&5&40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..
40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
50&10&10%
Door or Thumb:

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.63
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛.....40%
Auger, Swan's, Pat. ₩ set, No. 3. $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00.....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@60&20%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60&10%
New Model.....40&10%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Ollmax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....55&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Universal Anti-Friction.....40%
Victor, No. 1, $15.00; No. 2, $30.00; No. 3 $35.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz.....40&10%
Wrought.....85&10&5@90c
Wrought, Stanley.....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.....} 70&10@70&10&5%
Rolled Raised....}
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D..2½c; 14 to 20 in., ₩ D..2¾c; 22 to 36 in., ₩ D..2 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges.....70@70&10%
Heavy T Hinges...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10% Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Kell's American.....30%
Matchless, Double Acting.....25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....₩ gro. $8.00
Columbia, No. 18.....₩ gro. $24.00
Crown.....30%
Gem.....30%
Knoxall.....₩ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $12.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...₩ doz $7.80.....60@60&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10% Shepard's Nos. 1, 2, 3, 60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....60&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....60&10%
Nos. 40 and 50.....60%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....80&10&5%
Champion Gravity Locking, No. 75.....60&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 10&10%
Tip Pattern, Nos. 1, 3 and 5, 80&10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....80%
Niagara Gravity Locking, Nos 1, 3 and 5.....80&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10&5%
Pioneer, Nos. 060, 45 and 55½..75&5%
Steamboat Gravity Locking, No. 10.....80&10&5%
Stenger's Noiseless.....75%
Mortise Gravity.....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30.....40&10%

Hitching Cords—

Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton.....80&10%
Dunlap's Boys', Ladies', Toy.....80%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz. $4.00
Mattock Hoe.....₩ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....₩ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—

Hill's:
Rings.....₩ gr. boxes..$8.00@$8.25
Ringers.....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings.....₩ gro. $7.00@$7.50
Perfect Ringers.....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Peerless Enameled-Ware..70&10%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....25&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.60; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Wardrobe.....55%

WROUGHT IRON—
Cotton.....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....33⅓%

WIRE—
Atlas Coat and Hat.....50&10%
Belt.....60&10%
Handy Coat and Hat.....70%
Steady Ceiling.....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.35; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	26c	26c	23c	21c	21c.	40&10%

American, all sizes, 9½c.....net
Ausable.....26c 26c 25c 24c 23c. 40&10&5%
Anchor.....26c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c. 10&5%
Champlain..26c 25c 25c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 50&10&5%
Essex.....28c 28c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S.....26c 23c 23c 21c. 21c 50&10&5%
Northw't'n.25c 23c 23c 21c 20c. 25@35&5%
Putnam.....23c 21c 20c 19c 18c....35%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....35%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd. ₩ set, $1.10
Hartford Side-Weight, Extra-Light.....$7.10@$7.20
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co.....45%

Hose, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ doz. $12 00 } 25&10&5%
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $24.00
Ice Tools.....₩ doz. $4.00
Sargent's Ice Awls.....55%
Star.....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..35%
No. 34.....₩ doz. $15.00.35%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50...30@35%
Butcher Knives.....35@35&5%
Shoe Knives.....35@30%
Dunlap Kitchen and Bread Knives 35%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr.....$1.25@$1.50
Carriage, Jap.....₩ gro. 80c, 60&10%
Door Knobs, Hematite.....50&10%
Door Mineral.....₩ doz. 60@65c
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel...₩ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....80&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace.....₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft...$1 00
Cut Lacings, 5 16 in., ₩ 100 ft..$1.25
Cut Lacings, ⅜ in., ₩ 100 ft...$1. 0
Cut Lacings, ½ in., ₩ 100 ft...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft...$2.75
Cut Lacings, ¾ in., ₩ 100 ft...$3.25
Discount from list, 60%

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Latches—

Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....25%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@6 &10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 50 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 6.....25%
Samson, Cotton, No. 4, $3; No. 4½, $3.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co 's:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 22 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&2%
Charles Parker Co.....45&2%
Yale.....45&2%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Regular list.....70&10@75%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	8	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	33	42
Each.	$3	$3.50	$4	$6	$15

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $36.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$88

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$23	$30	$40

Perfection.....net
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½&10%

PICTURE—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $7.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—

Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips..... 90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb..... .70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
3x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanizing, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb..... 50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₩ lb
Cotton Packing.....14c@15c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@6c ₩ lb
Russian Packing.....12½c@14c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 8.50
Dandy.....each 7.50
Eureka, 1888.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.00
Ideal.....₩ doz 4.00
Improved Bay State.₩ dz..$27@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 13.50
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 8.00
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 13.50
Waverly.....₩ doz 8.75
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00 @7.50
Lead.....₩ gro. 2 18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 5.75
Mascot, Round.....₩ gro. 8.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) Bar, 50&10@6 %
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50 &10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@60%
Miscellaneous.....25&10%
Steer s Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 5
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@25%

Pliers and Nippers—

Button's.....70@70&10%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern... .....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $13.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....50%
Pocket Levels.....70&10@75%
Stanley's.....75&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10@
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 15%
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 }
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $11.00
Invincible, No. 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lock Lever, No. 10...₩ doz. $12.00
Universal, No. 49.....₩ doz. $14.00
New Champion, No.37 ₩ doz. $ 7.00
Iron Handle, No. 38...₩ doz. $ 5 00
Ryan's.....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses,

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10@30%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side. Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 106, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$6.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@55
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.80
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....2¼c

B. D. for N. E. Hangers:

	Small	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2¼c
Double Braced.....₱ foot, 2¾c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₱ D, 35c.....60&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot. 60&10&3½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.25@$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.30@$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $2.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—

Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....80&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs.....55@60%
Hose with Burrs.....55@60%
Burrs only.....40@45%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk .....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or coppered.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....₱ doz. 60c net

Rope—

Cotton Rope, Best, ¼ in. and larger.....₱ D 13 @14c
Medium, ¼ in. and larger.....₱ D 10 @12c
Common, ¼ in. and larger.....₱ D 8½@10c
Jute Rope.....₱ D 5 @5½c
Manilla:
7-16 in. and larger.....₱ D 11½c
⅜ in.....₱ D 10½c
¼ and 5-16 in.....₱ D 11½c
Hay Rope, Med.....₱ D 10½c
Sisal, ¾ in.....₱ D 9½c
¼ and 5-16 in.....₱ D 10½c
7-16 in. & larger.....₱ D 9½c
Med. L'th Y'rn.....₱ D 8½c
Hay Rope.....₱ D 9½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ D 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ D 2½@2¾c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz $6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No. E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz $7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.30
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$2.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ D 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&50%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....80@80&5%
Sand and Emery Paper.50&10@20%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ D 16c
Cable Laid Russia....₱ D 13½c@14c
Common India.....₱ D 8½c@ 9c
Common Russia Sash.₱ D 13½c@18c
Patent India .....₱ D 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ D 30c
"Samson" Braided Drab, Cotton.....₱ D 35c
"Samson" Braided Italian Hemp.....₱ D 38c
"Samson" Braided Linen, ₱ D 56c
Silver Lake:
A Quality, Drab.....₱ D 40c, 15@15&7½%
A Quality, White.....₱ D 3 c. 15@15&7½%
B Quality, Drab, ₱ D 35c..... 15@15&7½%
B Quality, White ₱ D 30c..... 15@15&7½%
White Cotton Braided, ₱ D.21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....35%
National Specialty Mfg. Co.....35%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 35%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip..... .. 35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....35%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....35%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $8.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil..... .....50&10%

WINDOW—

Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&5&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 86.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....57½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....8½%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech. ₩ doz $3.00@3.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....60&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$3.25
Surrey, No. 9, ₩ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.₩ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'k's & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1882.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1896. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 12, 1895.....60&5%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.0 @$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 35&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
12% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S .....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails 60%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S .....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S 85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.50
Can Opener Carpet Tacks.₩ gr. $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net.....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2 &5%
Keuffel & Esser Co , New list, 1894: Steel and Metallic.. .....3⅓%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.75
Floor Hooks, ¾ in. ₩ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$3.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in , ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.00
Malleable Rafter Brackets, ₩ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$3.75

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Reed Wood Frame Pulley with Hook, Fig. 484, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track..... $3.25
Rope Hitch, ₩ doz..... $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each.... $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz..... $1 50
Sure Grip Sling Car., Steel or Wood Track..... $6.00
Walker Fork, each..... $1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent ..... 7@7 &10%
Dicksons..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 303 and 304..... ₩ 1.00, $12.00
Shaw's:
Copper Finished..... 80&10%
Lever..... 70@70&10%

Traps—

GAME—

Blake's Patent..... 60@60&10%
Enterprise Mole..... 15%
Newhouse..... 5 @50&10%
Oneida Pattern..... 75&5@75&10%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse,..... ₩ doz. 65c
Improved Rat..... ₩ gross, $12.50
New Rat..... ₩ gross, $12.50
Mouse, Bonanza.... ₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ doz $2.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $12.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz.... $15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz..... $11.00
Specialty Novelty Co:
Snap Shot, 2-Hole.... ₩ gro., $4.50
Snap Shot, 4-Hole.... ₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.35..... ₩ gr. $13.50
Electric Rod..... ₩ gr. $16.50
Globe..... ₩ doz., $1.25; ₩ gr. $13.50
Harper.... ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick..... 30%
Disston's:
Brick..... 25@25&10%
Plastering..... 25@25&10%
Pointing..... 30%
C. E. Jennings & Co.:
Brick..... 30%
Plastering..... 25%
Pointing..... 30%
Wm. Johnson's:
Brick..... 40%
Plastering..... 40%
Pointing..... 40%
W. & McP. Plastering.... 25@25&10%
Peace's Plastering..... 25@25&5%
Richardson..... 25@25&10%
"Rose" Brick Plastering and Moulders..... 30@30& 10%
Sargent's Garden, No. 1..... 70%
Sargent's Garden, No. 15..... 50%

Vegetable Slicers—

Enterprise Mfg. Co..... 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box..... 80&10@80&10&10%

PARALLEL—

Armstrong's:
Combination..... 50%
Plain and Hinge..... 60%
Athol, Oval Slide..... 60&10%
Bonney's Champion..... 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's..... 40@40&10%
Howard's..... 40&10%
Little Giant Bench..... 25&10&5%
Lowell Hand..... 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's..... 20%
Parker's..... 20@25%
Oval Slide.. ..... 50&10%
Victor..... 30%
Prentiss..... 20@25%
Sargents..... 70&10%
Simpson's Adjustable..... 40%
Stephens'..... 25@30%
Trenton..... 40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00..... 50& 10%
Stearn's Com., No. 0, 1, 2, and 3.. 50%
Stearn's Rubber Jaw, Nos. 10 and 33..... 33⅓%
Wentworth's..... 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $30.00..... 60&20%
Daisy, ₩ doz., $12.00..... 60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's..... 20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in, ₩ doz. $15.00

Weed Diggers—

"Pastime"..... ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... 40%
Clayton's..... 25&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection"..... 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... 40%
Bright Wire Goods, Standard list 85&10&10@90&1 %
Cast Steel Wire..... 50%
Copper Wire..... 40%
Malin's Annealed and Tinned on Spools..... 60&10%
Malin's Brass and Copper on Spools..... 50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@ 80&10&10%
Cop'd, Nos. 0 to 18..... 80&10%
Galv., Nos. 0 to 18. ..... 80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire..... New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ℔..... 60@70c
Stub's Steel Wire..... $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.... 80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel..... 20&2½&2½ cash
Iron..... 20&2½&2½ cash
Iron, Galvanized..20&2½&2½ cash

Wire Rope Clips—

Crosby..... 25%

Wire Stretchers—

W. C. Heller's Grip..... ₩ doz. $1.50

Wrenches—

Agricultural..... 80@80&10%
Aiken's Pocket (Bright).. $3 00@3.30
Alligator..... 70%
Armstrong's..... 40%
Baxter's..... 65&10@70%
Bemis & Call's:
Brigg's Pattern..... 30&10%
No. 2 Cylinder or Gas Pipe..... 55%
No. 3 Pipe, Bright..... 50%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's..... 30@33½%
Cincinnati Tool Co:
Bit..... 15@15&10%
Standard Brace..... 15@15&10%
Coes':
Genuine..... 40&10&5&5&3%
"Mechanics'"..... 40&10&10 &5&5&3%
Donohue's Engineer..... 40&10%
Eagle Pipe..... 50&10%
Stillson Pipe..... 45%
Taylor Pipe and Nut..... 40%
Trimo Combination..... 40%
Trimo Pipe..... 50&10%
Wakefield Pipe and Nut..... 40%
Whitman & Barnes:
Acme ..... 60@ 0&5%
All Steel Pipe..... 50&10@ 0%
Always Ready..... 35@40&10
Bull Dog..... 60&10%
Diamond Cycle..... ₩ doz $3.00
Drop Forged Engineers 35@40&10%
Hercules..... 70&5@75%
Improved Knife Handle Pipe 60@65&5%
Machinists' Knife Handle. 50&10@ 60&5&5&½%
Regular..... 80&10&5%
J. H. Williams..... 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894... 2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... 2%
Peerless Mfg. Co., list Feb., 1893... 2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .₩ gallon..... 45c
Linseed, City, Boiled, in barrels ₩ gallon..... 47c
Out of Town on Spot..₩ gal..... 45c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City..... ₩ gal. 66@65?
Western, Prime..... 53@54c
Extra, No. 1..... 40c
No. 1..... 34@36c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$20.00
Barytes, American Floated, ₩ ton $22 50@$25.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔..... 5c
White Lead, American, in Oil, ₩ ℔..... 5½@6c
White Lead, Foreign, in Oil, ₩ ℔ 8@8½c
Litharge, Kegs, ₩ ℔..... 5½c
Zinc, American, Dry, ₩ ℔....4@4½c

Putty—

In bbls. and half bbls..... 1½@1¾
Putty in Bladders..... 1¾@2
Putty in Tins..... 2 @2½

Spirits Turpentine—

In regular bbls..... 29@——c
In machine bbls..... 30@——c

Dry Colors—

Blue, Chinese.....	₩ ℔ 30	@35	
Blue, Prussian.....	₩ ℔ 29	@33	
Blue, Ultramarine..	₩ ℔ 6	@25	
Sienna, Italian, burnt & powdered	₩ ℔	4½@10	c
Sienna, Italian, raw & powdered...	₩ ℔ 3	@4½	c
Umber, Turkey, burnt.....	₩ ℔	2½@3½	c
Umber, Turkey, raw.....	₩ ℔	2½@3	c
Green, Chrome, Ordinary.....	₩ ℔ 4	@12	c
Green, Paris, in bulk,	₩ ℔	13½@15½	c
Indian Red, American.....	₩ ℔	2½@ 3	c
Indian Red, English.....	₩ ℔	4½@8½	

Colors in Oil—

Black Coach Japan	₩ ℔..18½@20		
Black Coach Japan, in Oil.....	₩ ℔ 12	@13	c
Black Drop.....	₩ ℔ 7	@10	c
Black Lampblack, Best.....	₩ ℔ 13	@15	c
Black Lampblack, common	₩ ℔ 7	@10	c
Blue, Chinese.....	₩ ℔ 35	@40	c
Blue, Prussian	₩ ℔ 25	@35	c
Blue, Ultramarine..	₩ ℔ 16	@21	c
Sienna, bur't...	₩ ℔ 8	@12	c
Sienna, raw.....	₩ ℔ 7	@10	c
Umber, burnt.....	₩ ℔ 7	@10	c
Umber raw.....	₩ ℔ 6	@10	c
Brown, Vandyke....	₩ ℔ 7	@12	c

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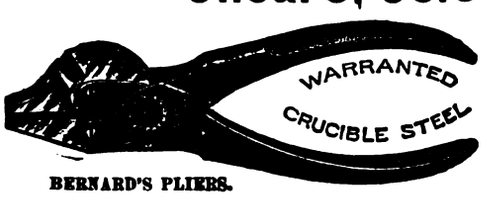
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L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
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WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

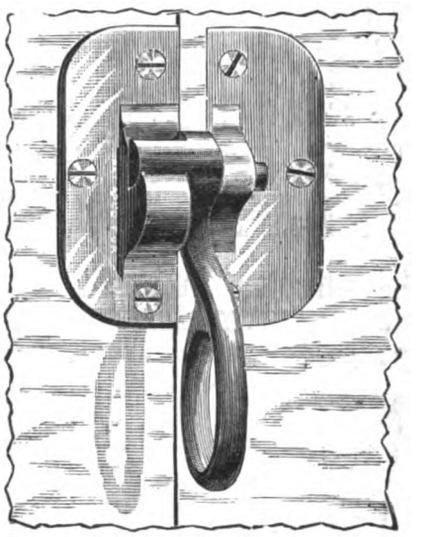
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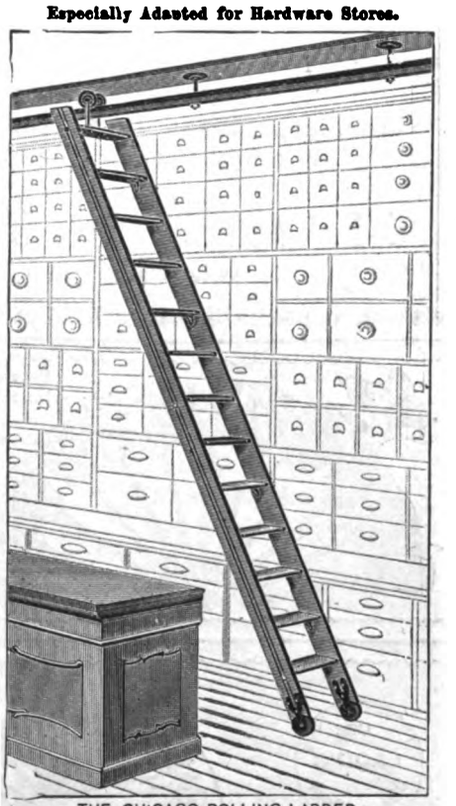
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Especially Adapted for Hardware Stores.



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California, JOHN WOODLOCK, 26 Beale Street, San Francisco, Cal.
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Perforated Filter Press Plates.

THE HARRINGTON & KING PERFORATING CO. CHICAGO.



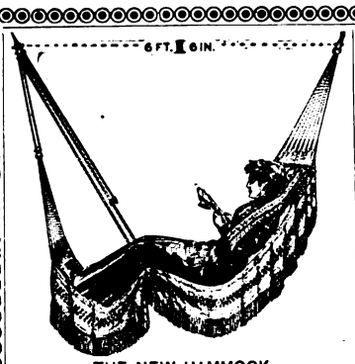
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. . . PALMER'S UTOPIA.

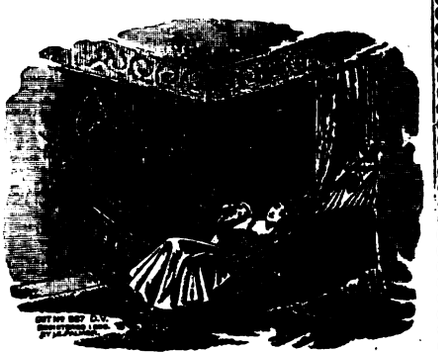
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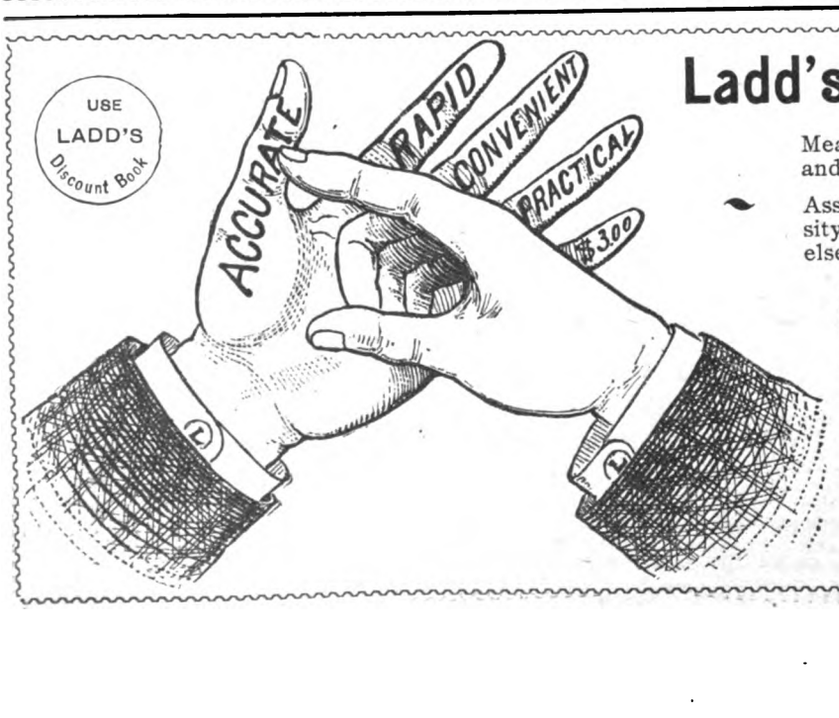
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Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

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Cronk Hanger Co., Elmira, N. Y.
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Bommer Bros., Brooklyn, N. Y.
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Putnam Nail Co. Neponset, Mass.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
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John Chatillon & Sons, New York.
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Parker Ice Tool Co., Worcester, Mass.

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Japanning.

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National Saw Co., Newark, N. J.

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Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
F. E. Myers & Bro., Ashland, Ohio.

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Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

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Plume & Atwood Mfg. Co., New York.

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Pastime Lawn Mower Co., Detroit, Mich.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

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Underhill, Clinch & Co., N. Y.

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F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
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Alfred Field & Co., New York.
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H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

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A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
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Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Mechanical Rubber Goods.

New York Belting & Packing Co., Ltd., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

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Harrington & King Perforating Co., Chicago.

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Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

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Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

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T. F. Welch & Co., Boston.

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W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

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Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nutmeg Graters.

Edgar Mfg. Co., Reading, Mass

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Police Equipments.

Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.

Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.

E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
I. E. Palmer, Middletown, Conn.
Queen Sash Balance Co., New York.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

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Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Eugene L. Johnson, Cincinnati, Ohio.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.

Roof Trusses, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rules.

Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

Sash Locks.

Rufus E. Eggleston, New York, Philadelphia, Chicago.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
O. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg Co., Stamford, Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York

Saw Sets.

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Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
Bennett Combination Saw-Tool Co., New York.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Sickels & Nutting Co., New York.

Screws.

Franklin S. Miles, Philadelphia.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co, New York.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brookton, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shears Power.

E. S. Stiles Press Co., Watertown, N. Y.

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Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.

Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

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New York Belting & Packing Co., New York.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

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John H. Graham & Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

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Underhill, Clinch & Co., New York

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.
Tuck Mfg. Co., Brookton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.

E. T. Barnum, Detroit, Mich.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Statuary.

E. T. Barnum, Detroit, Mich.

Steel Goods.

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.

Harrington & King Perforating Co., Chicago.

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Bicycle Step Ladder Co., Chicago.

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Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.

Edward Miller & Co., Meriden, Conn.
Phillips & Clark Stove Co., Geneva, N. Y.
Plume & Atwood Mfg. Co., New York.

Stove Mittens.

Diamond Hardware Co., Boston.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

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Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.

Structural Iron Work.

Berlin Iron Bridge Co., East Berlin, Conn.

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Dain Mfg. Co., Carrollton, Mo.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

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Alfred Field & Co., New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

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New York Belting & Packing Co., Ltd., New York.

Tinning.

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Tin.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Tin, Perforated.

Harrington & King Perforating Co., Chicago.

Tin-Plate.

Bruce & Cook, New York.

Tires Rubber.

New York Belting & Packing Co., New York.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

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Billings & Spencer Co., Hartford, Conn.
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Coes Wrench Co., Worcester, Mass.
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Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co. New York.
Holroyd & Co., Waterford, N. Y.
C. E. Jennings & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

Traps.

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Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

Boston & Lockport Block Co., Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

C. T. Williamson Wire Novelty Co., Newark, N. J.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Pope Tube Co., Hartford, Conn.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

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H. Channon Co., Chicago.
Samson Cordage Works, Boston.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

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Edward Darby & Sons, Philadelphia.

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Berger Bros. Co., Philadelphia.

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Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Washing Machines.

Anthony Wayne Mfg. Co., St. Louis, Mo.

Watchman's Clocks.

Nans & Co., New York.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Guards, Punched.

Harrington & King Perforating Co., Chicago.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.

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Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

E. T. Barnum, Detroit, Mich.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

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Edward Darby & Sons, Philadelphia.
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Fuller Bros. & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Edward Darby & Sons, Philadelphia.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.

Woodenware.

John Sommer's Son, Newark, N.J.

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Best Wrench Co., Chicago.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

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Bommer Bros., Brooklyn, N. Y.
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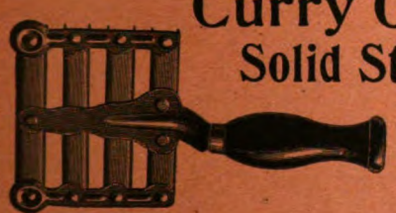
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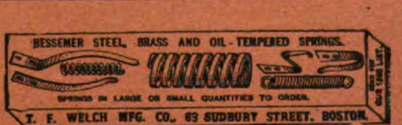
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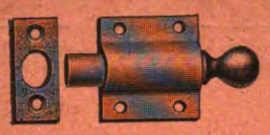


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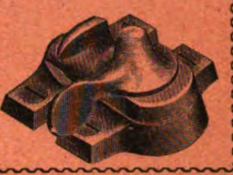
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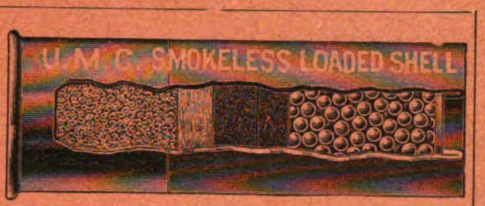
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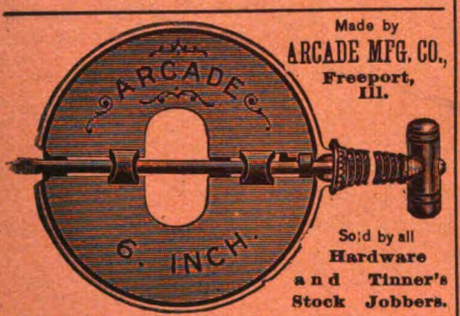
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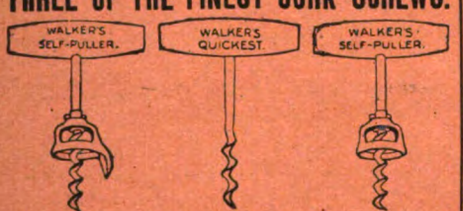
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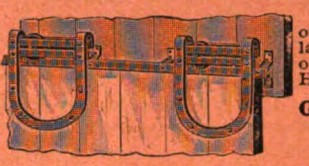
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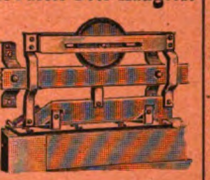
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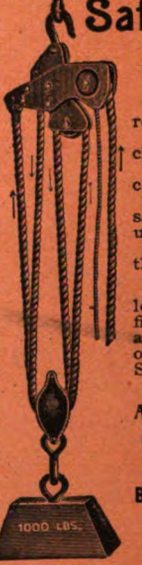
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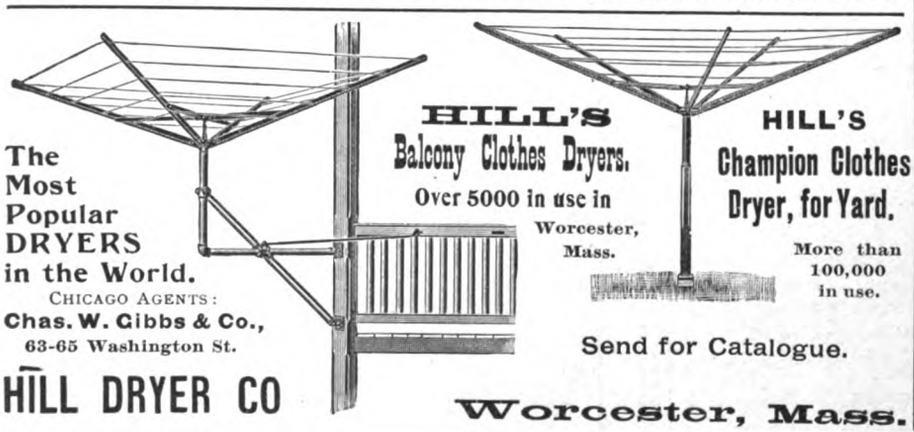
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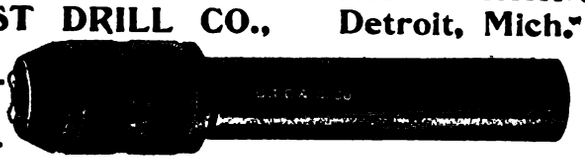
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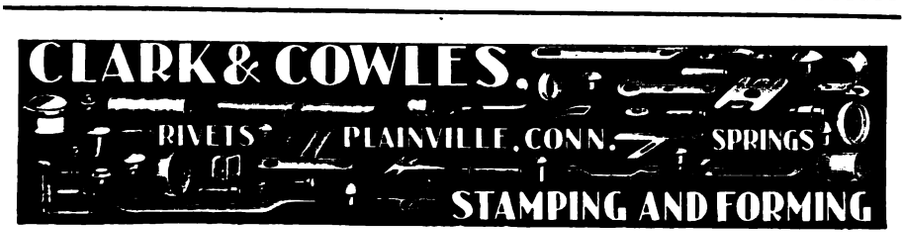
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Graham Gregory Shank System of Chucks and Drills.
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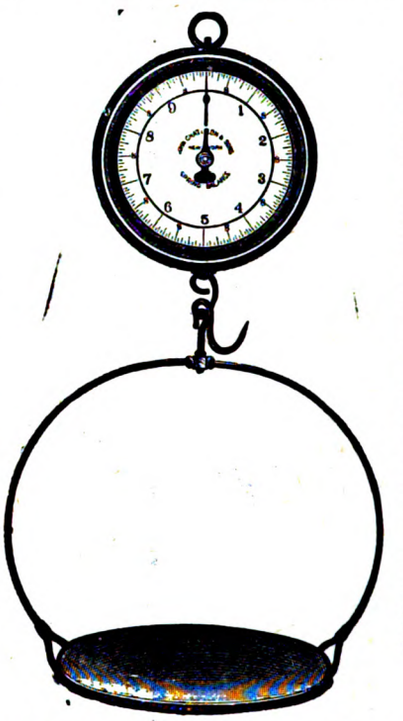


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CHATILLON SPRING SCALES.

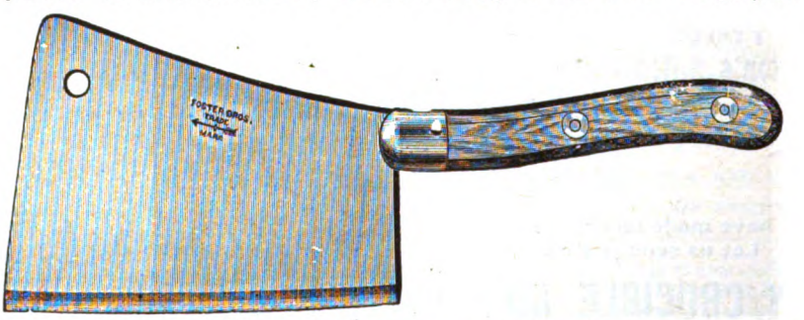
For more than **sixty years** we have carried on the business of making **Spring Scales,** and have made it OUR SPECIALTY.

All our Scales are warranted to weigh accurately and to be perfect in workmanship.



Our experience in the business, together with our unequaled facilities for manufacturing, enables us to produce a superior article, and thus to maintain the well-known reputation of **Chatillon's Spring Scales** as above that of other makes.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



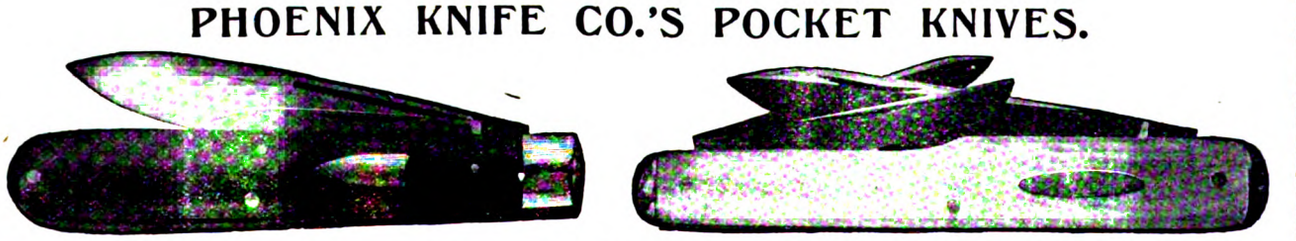
These Tools are recognized in the Markets, Packing Houses and Abbatoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE CO.'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

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ESTABLISHED 1835.

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"EVERYTHING IS COMING UP."
BUSINESS IS BETTER AND THERE WILL BE
A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

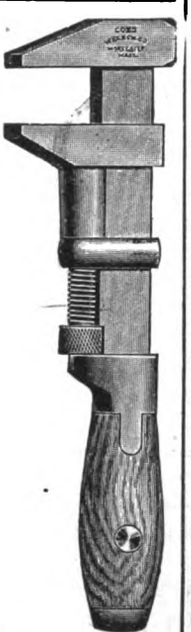
624 Atlantic Ave., Boston, Mass.

L. COES'



Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839.
Registered April 9, 1895.

Patented Dec. 15 1891.
Patented April 30, 1895.

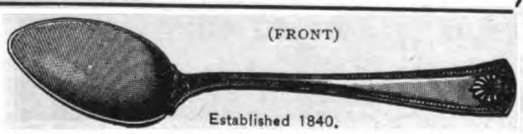
Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar, Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Highest Grade of
Silver Plated Ware
In Spoons, Forks, Etc.
Manufactured by



L. BOARDMAN & SON, East Haddam, Conn.



Also Nickel Silver Flat Table Ware and Britannia Spoons.
Write for Catalogue and Prices.



DROP FOOT PRESSES POWER HYDRAULIC PRESSES

RESERVOIR VASES



SETTEES, CHAIRS
And all kinds of
LAWN FURNITURE,
Fountains, Iron and Wire Fencing,



11¼ MANGER.

STABLE FIXTURES,

Weather Vanes, Fire Escapes, Counter and Bank Railing.

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A good agent wanted in New York, Brooklyn, Philadelphia and all large cities, to sell elevator enclosures, cabs, bank and office railings, jail cells, vault doors, etc.



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A full stock carried by our branch yards.

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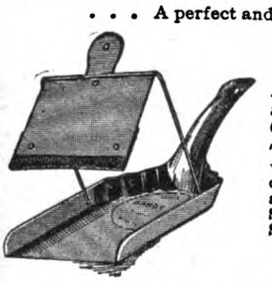
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The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

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John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

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Meat and Food Chopper

☞Tinned☜



No. 5, Small Family Size, $2.00

Cherry Stoner



No. 1, Japanned, $7.20 per dozen
No. 2, ☞Tinned☜ 9.00 per dozen

Meat Juice Extractor

☞Tinned☜



No. 21, $2.50

Bone, Shell and Corn Mill



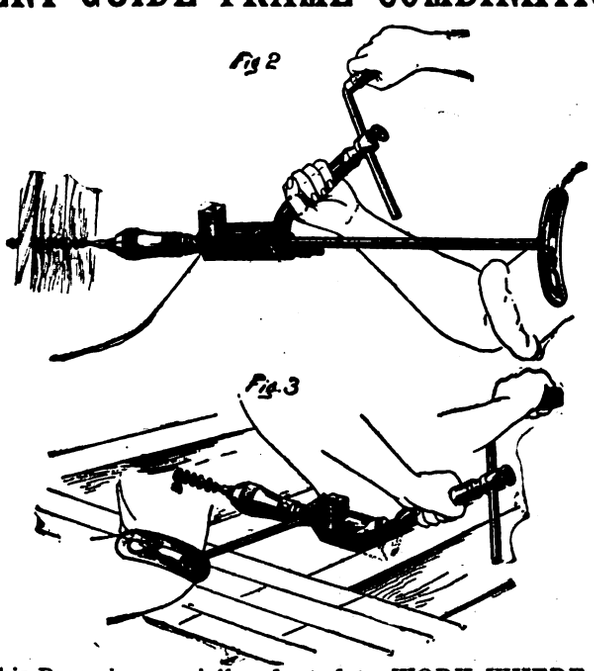
No. 750, $7.50

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The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Branch Office
J. C. McCARTY & Co.
10 Warren Street, New York

THE McCLELLAN
PATENT GUIDE FRAME COMBINATION ANGLE AND BREAST BRACE.



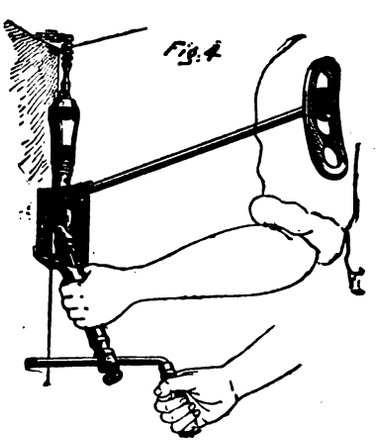


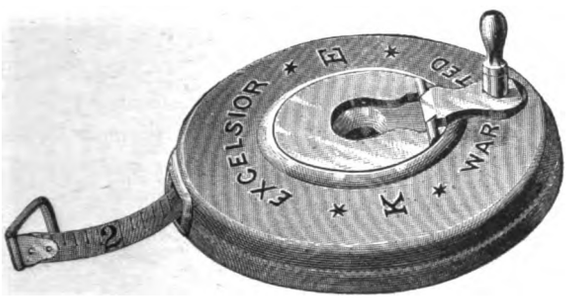
Fig. 2 being used as an ordinary breast brace.
Fig. 3 in use boring between joist in floor.
Fig. 4 overhead, in corner, or between upper ceiling joist.
Easily taken apart and put together.

This Brace is especially adapted to WORK WHERE IT WOULD BE IMPOSSIBLE TO BORE A HOLE WITH ANY OTHER TOOL, Telephone, Telegraph and Electrical Construction in general, Car Builders, Plumbers, Carpenters, etc., being PARTICULARLY USEFUL FOR CORNER BORING.

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Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

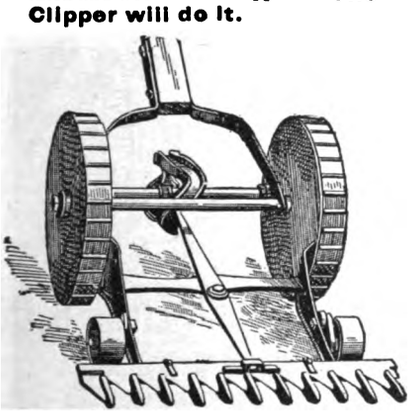
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Reasonable in Price. Fully Warranted.

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The Mower...

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



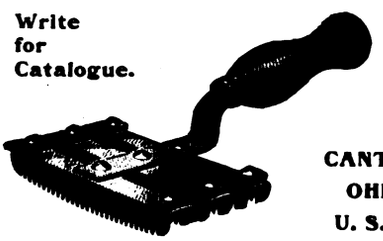
CLIPPER LAWN MOWER CO.,

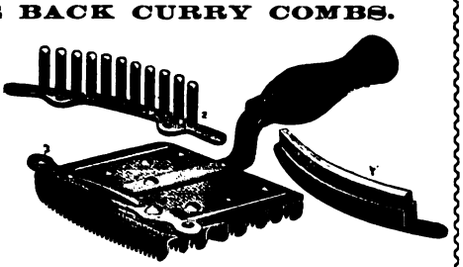
. . . NORRISTOWN, PA.

F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both

STIFF and FLEXIBLE BACK CURRY COMBS.

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TRUCKS OF ALL KINDS.

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MACHINIST.

Corner Exchange and Water Streets, AKRON, OHIO.

General Machine Work, Molds for Bicycle Tires, Air Goods, Druggists' Sundries, Matrices for Hard Rubber Goods, Die Sinking, Hydraulic Presses, Special Machinery, etc. Estimates cheerfully given. Correspondence solicited. Work promptly done.

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SICKELS & NUTTING CO.,

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Also SICKELS, PRESTON & NUTTING CO., DAVENPORT, IOWA.

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"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

These Butts are better than the ordinary kinds. Made only by

READING HARDWARE COMPANY,

New York, Phila., Chicago.

Factories, READING, PA.

THE NEW "PERFECTION" HALTER CHAINS.



These chains are not readily distinguished from the German We'ded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts.

WE MAKE THE BEST SASH CHAIN—THE "MONARCH."

THE BRIDGEPORT CHAIN COMPANY, Manufacturers, BRIDGEPORT, CONN.



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE

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Power Clippers. both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

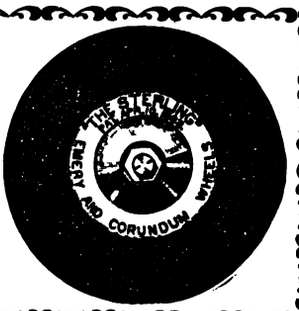
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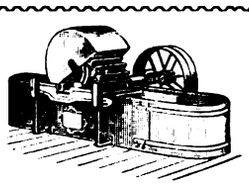
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MANUFACTURERS OF

Sterling and Advance Emery and Corundum Wheels,

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Washer for Cleaning Rubber and Shoddy.

SPECIAL MACHINERY

WIRE drawing, CLAY working,
RUBBER washing, CHAIN WINDING,
CUTTING and WELDING machines,
POWER TRANSMISSION, Pulleys, Shafting
Gearing Boxes, Collars, etc., etc.

TURNER, VAUGHN & TAYLOR CO.,
CUYAHOGA FALLS, OHIO, U. S. A.

IS A GOOD ONE.

Morgan & Wright, Chicago Ill. [*Bicycle Tires*]: There can be no question about the advisability of using the Hardware trade as a means of disposing of bicycles and bicycle parts, and as to the efficiency of HARDWARE, we can only say what we would say in reply to an inquiry from any other publisher, i. e., we have no direct means of knowing whether our "ads" do us good or not. If we insert an "ad," it is on our judgment that the publication is a good one.

Do You Manufacture WIRE or SHEET METAL GOODS?

If so, you need the latest up-to-date

AUTOMATIC MACHINERY.

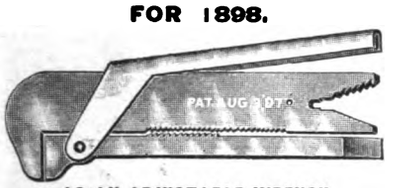
We have filled the wants of others in this line, why not yours?

THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

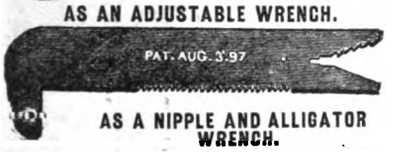
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FOR 1898.



AS AN ADJUSTABLE WRENCH.



AS A NIPPLE AND ALLIGATOR WRENCH.



AS A SCREWDRIVER.

Four Tools in One.

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Perfectly Rigid.
Case Hardened.
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Good as can be made.
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Sample in Leather pocket, by mail, 30c.
Write for discounts.

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A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.

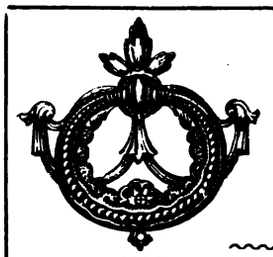
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Our goods are attractive, well-made and thoroughly up-to-date.



These are only a few of the articles we make. Full line shown in 1898 Catalogue.

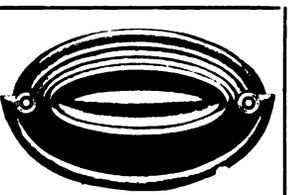
66-72 WATER ST., BROOKLYN, NEW YORK CITY.



10004



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American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.



5045



1428



494



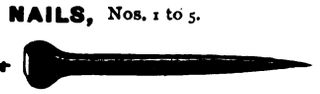
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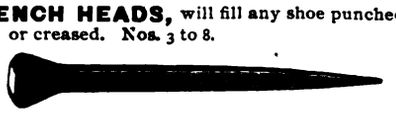
305

A POPULAR SYSTEM

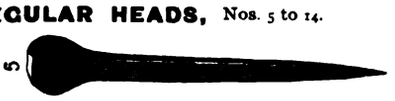
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

The high quality of the Putnam Nail makes it an easy seller at present prices.

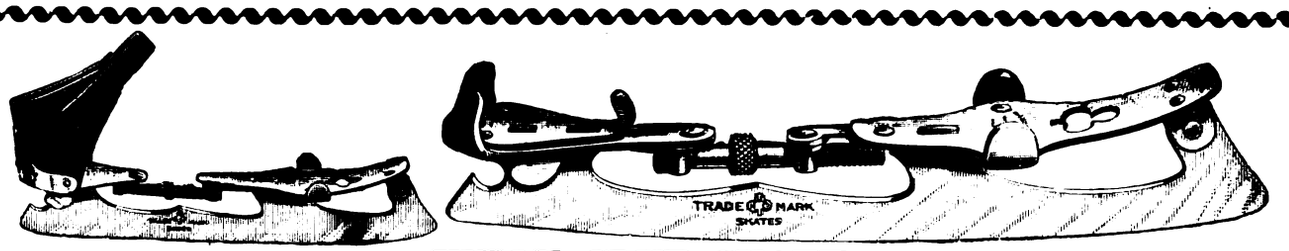
Trade correspondence solicited.

For terms and discounts address

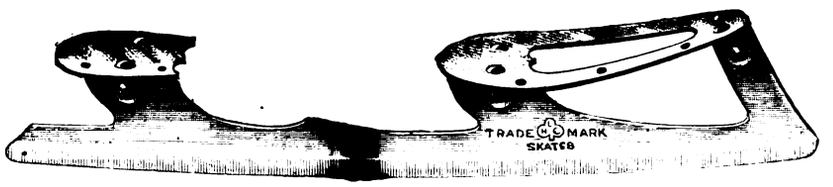
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Boston, Mass.
Or 235 Lake St., Chicago, Ill.
Or 12-14 Drum St., San Francisco, Cal.

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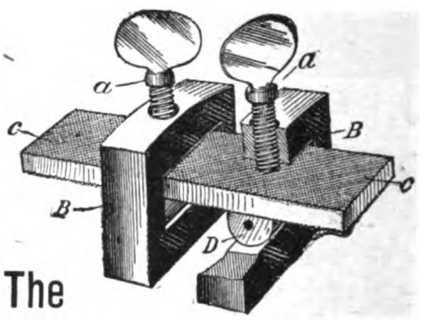


UNION CLUB SKATE.

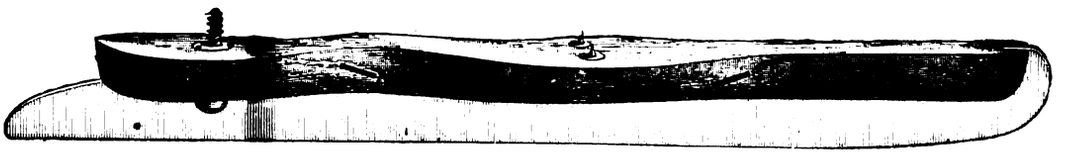




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

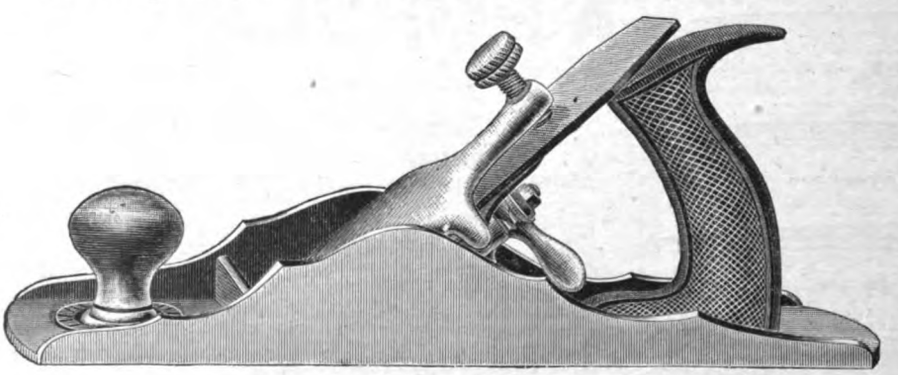
TOWER'S CHAMPION SCREW DRIVERS.

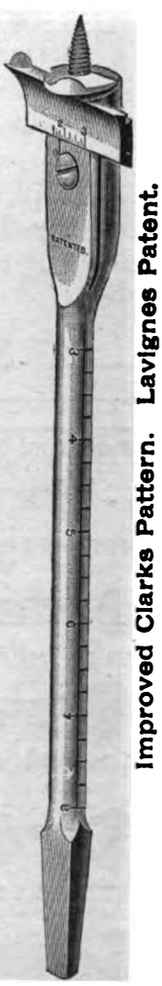


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







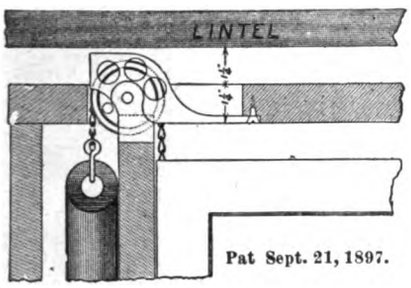
Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

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QUEEN SINGLE FRAME PULLEYS.



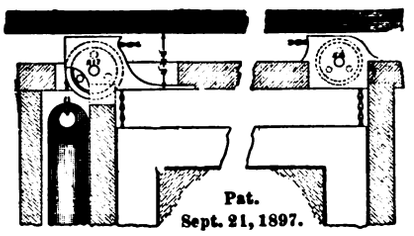
Send for Catalogue and Price List of

QUEEN PULLEYS.

No Extra Head-Room Needed.
No Grooving of Sashes.
No Lead Weights.

Architects will note accompanying cuts. They represent 2½-inch pulleys and only require 2½ inches head room from top of sash.

QUEEN MULLION FRAME PULLEYS



ONE WEIGHT BALANCES THE SASH.

QUEEN SASH BALANCE CO., 150 NASSAU ST., NEW YORK CITY.

Chicago. Washington. Boston. Baltimore. Philadelphia. St. Louis. Worcester.

E. C. Atkins & Co.,



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CIRCULAR, BAND, CROSS-CUT AND HAND

SAWS.

THE ORIGINAL

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The best saw in the world for the money. Fine Steel. Patent Temper. Why not supply your trade with the best saws, and buy the Atkins Brands? They're the best.

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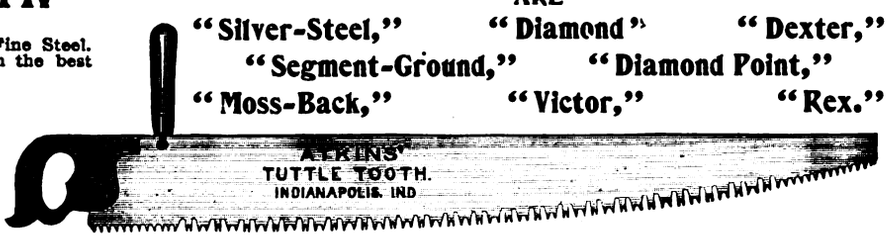
Write for Price List and Trade Prices.

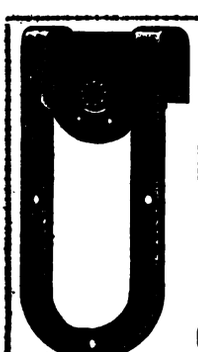
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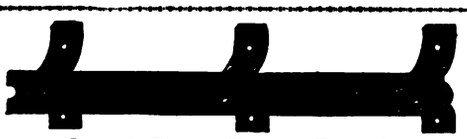
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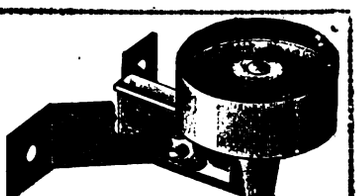


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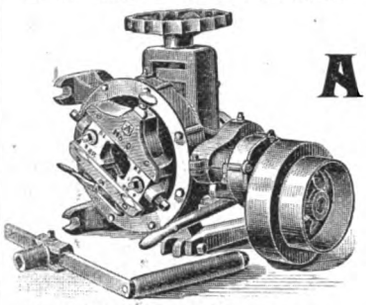
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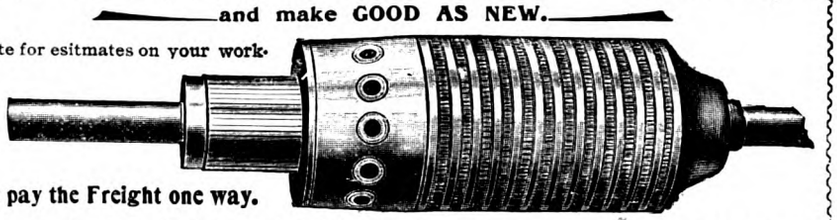
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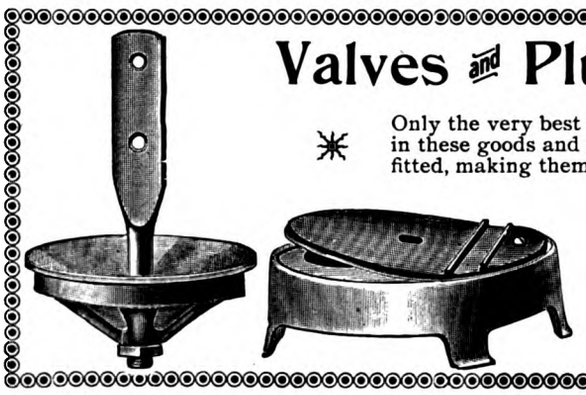
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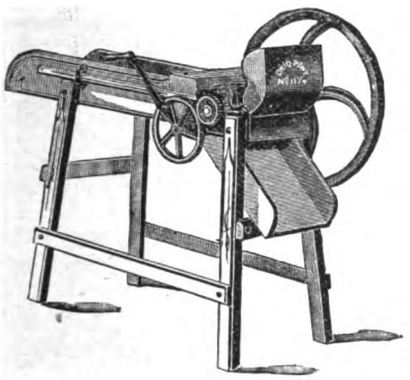
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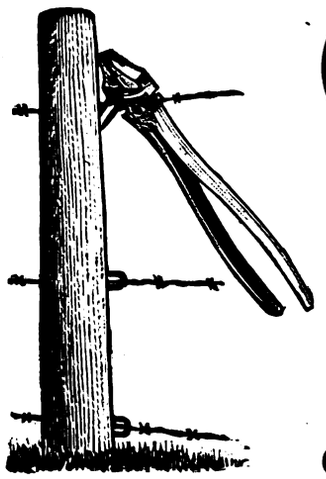
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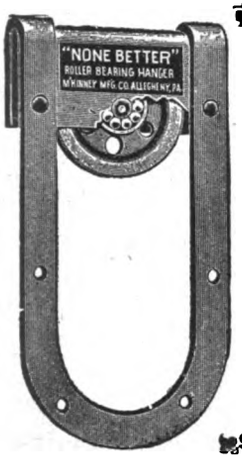
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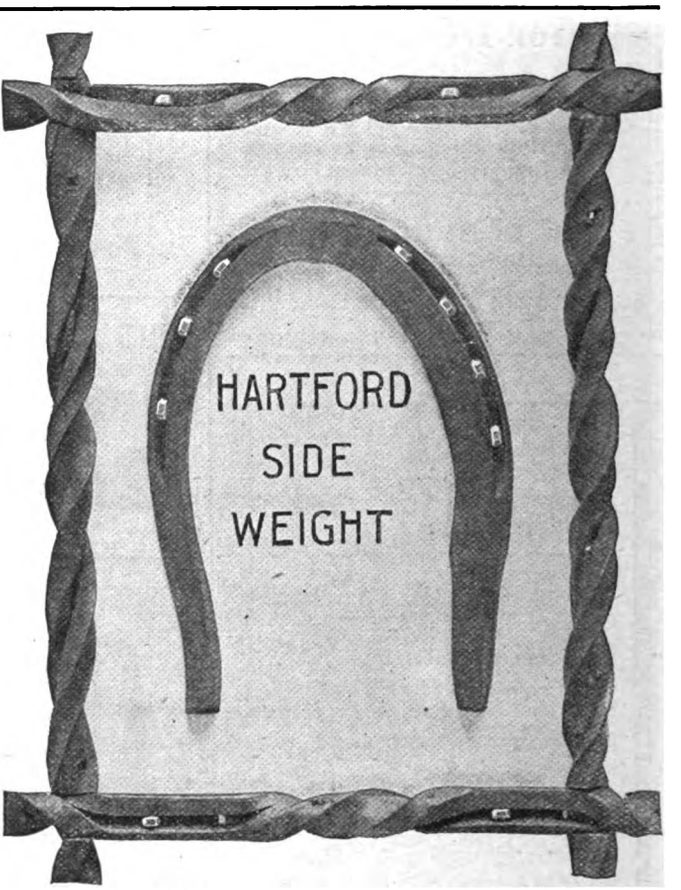
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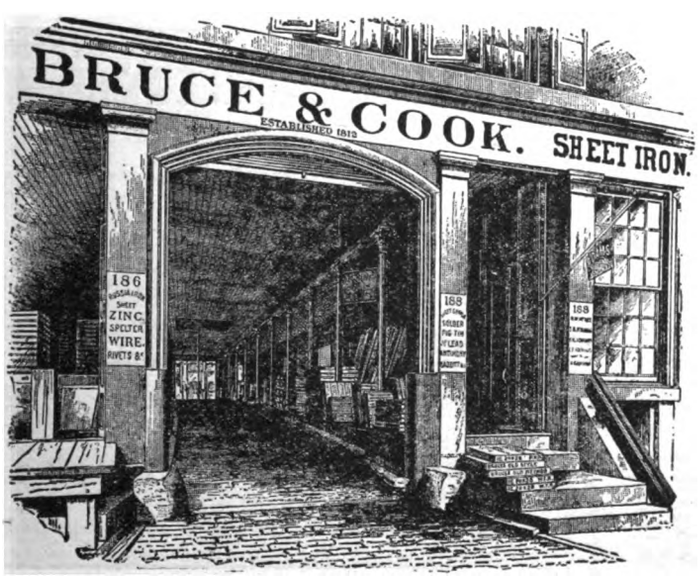
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Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
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Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
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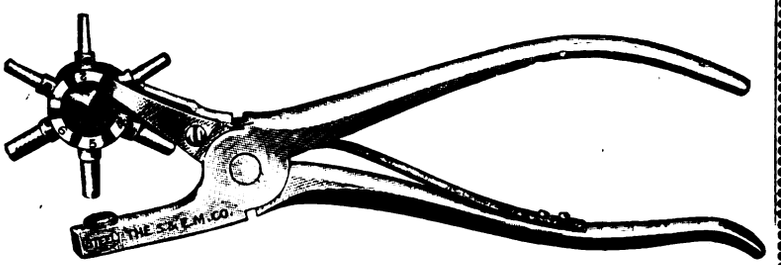
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Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



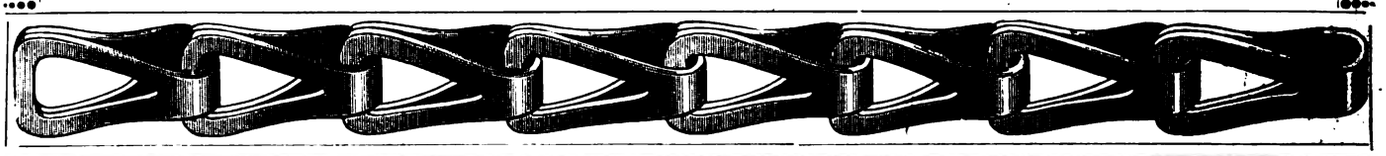
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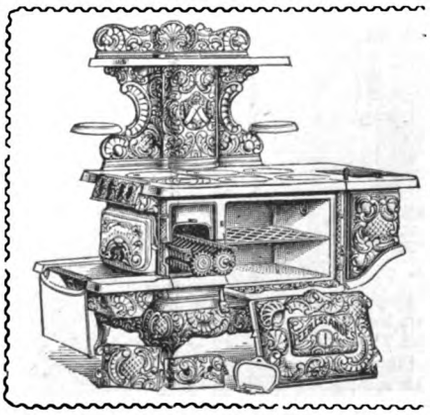
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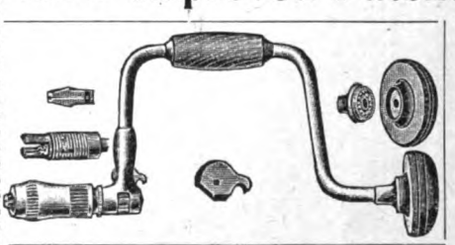
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HARDWARE

VOL. XVII. JULY 10, 1898. NO. 7

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The extreme warm weather prevailing during the past two weeks, together with the national holiday, and assisted daily by war news of an important character, have made considerable difference in the volume of business transacted in the various trade centres to which Hardware interests are tributary.

The satisfactory business done generally during the season just passed, notwithstanding being handicapped by the war, inspires the merchants and manufacturers with the firm conviction that a fine trade for fall supplies will naturally result, and which will prove to be a full, steady and profitable demand for standard goods and labor-saving specialties.

Business in builders' Hardware has already shown signs of improvement that are gratefully welcomed by the makers of the extremely handsome and artistic products which form the popular features of this advanced industry. The tastes of the consumers engaged in constructing new residences are becoming more and more exacting, and the same is true of the requirements of the architects in the finer details governing their demands. Hardware now plays such an important part in the artistic execution of an architect's plans and designs, that more attention than ever is paid to the general effect in its relation to natural woods which form so large a part of modern architectural development. The natural result follows that dealers are compelled to carry in stock a line of ornamentally designed locks, knobs, butts and escutcheons, possessing a relative harmony in symmetry of design and finish, and creating a distinctive excellence that gives assurance of progress on artistic lines for a long time to come.

The victories of our army and navy at Santiago and Manila have enthused both merchants and manufacturers with hopes of an early fall trade, and preparations are being entertained having in view improvements that will follow the close of hostilities, possibly without the necessity of reducing Havana to a rubbish heap, which is an anticipation of the near future. New enterprises, held in abeyance during the last three months, extensions to present plants contemplated early last spring, but not pushed to completion owing to a slackening demand, will now be progressed under the belief that the greatness of our country will be more manifest than ever before.

The lessening number of failures in business reported by Bradstreets and R. G. Dun, when compared with the same months since 1892, exerts a hopeful influence on trade at the present time, when the tendency toward an extension of credit by dating ahead, is becoming more than usually prevalent, owing to increasing products and aggressive competition.

The Western States, especially those whose prosperity depends upon a profitable market for the cereals they grow so largely, have scarcely felt any of the retarding influences of the present war upon general business, that have been prevalent in the East and along the coast, commencing at the outset of our naval operations and continuing through the season. It is noted that the high-water mark of 1892, when American exports of agricultural products amounted to $799,323,212, is likely to be surpassed in the fiscal year closing June 30th, when it is possible the exports will reach nearly $840,000,000. This will prove to be the first time our exports of agricultural products ever reached $800,000,000, and will show upon comparison to exceed those of the fiscal year of 1897 by $150,000,000, and of 1896 by $250,000,000.

Aim at the Bull's-Eye.

The remark of Fighting Bob Evans of the *Iowa*, at the destruction of Cervera's fleet, that "God and the gunners were on our side," has a wider application than seems apparent at first sight.

It teaches the fact that it is an American characteristic to follow a plan of operations with a straight aim backed by a persistent effort. Satisfied with nothing short of the "bull's-eye," the object at which a practised aim is utilized, the American hammers away until he conquers his opponent and accomplishes his purpose. He realizes the importance of never letting up, if you expect success to crown your efforts.

This is especially true of trade journal advertising. You have before you the combined forces of intelligent buyers in the trade toward whom the gunners should direct their heaviest batteries, energetically, uninterruptedly and forcibly. The aim should be the straightest that an accomplished eye can take; the powder should be the dryest, and consequently the most effective; the shot and shell of persuasive argument, meritorious products and seductive quotations, should be of such a character that complete capitulation may be predicated when the bull's-eye is reached, and the acknowledgment is made that "God and the gunners were on our side."

Southern Industrial Development.

The organization of a new steel company recently that will build a plant at Ensley, Ala., six miles west of Birmingham, possessing a capital stock of $490,000, and authority to issue $1,100,000 of bonds, marks a

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new era in a part of the country which is destined, if this is successfully established, to become the center of the steel production of the world.

The new company will be known as the Alabama Steel & Shipbuilding Co., and is identified largely with the Tennessee Coal, Iron & Railroad Co., through which it is understood all the stock and bonds have been subscribed.

No industrial undertaking of the year is of comparative importance as bearing on the destinies of the Birmingham district of the South, or that will prove of such value in the development of this section, adding to its present prestige as an iron producing region which is second to none.

The parent company, of which this promises to be the healthy offspring, being fully satisfied with the success attending the production of pig iron suitable for basic open-hearth steel production proposes by the formation of this company to engage in the manufacture of the steel on its own account; and has arrived at this conclusion only after the disposal of fully 150,000 tons of the basic metal in this country and on the Continent of Europe. It is estimated that when the immense plant which is contemplated shall be in full operation, it will have a daily output of 1,000 tons.

A new plant, which will comprise additional blast furnaces, ore mines and limestone quarries, with its coke ovens and coal mines, will necessitate the employment of over 5 000 additional workers; this alone would insure an undoubted success, but when it is considered how many other important industries may be gathered around it, benefited as they would be by the economic advantages of so strong a centralization of force, it would prove of incalculable importance, especially to our export interests, now so carefully fostered and encouraged, making it the grandest step in advance possible to conceive for the section of country sought to be benefited and its influence upon the expanding productions in the fields of Southern industrial development.

An Old New Yorker.

Just opposite Russell & Erwin's, on the City Hall side of Chambers Street, the Consolidated Gas Co.'s men are running a trench. On the afternoon of July 5th, at a depth of about four feet, they unearthed a full complement of those bones that go to make up a well equipped man. As no papers were found on the deceased, opinion is divided as to whether it represented all that was left of one of Russell & Erwin's competitors, or was a litigant in the adjacent courts, worn out by long waiting for a deferred decision.

An old resident, however, suggests that it might be the disturbed remains of a poor old pauper of the last century who was supposedly laid to rest in what was then the "Potter's Field" of our early municipal history. Poor fellow! let us hope he finds a rest in the other world denied to his *disjecta membra* in this.

A Lost Line.

Lost: On or after April 21, 1898, between Maryland and Pennsylvania, one Line, bearing the name of the makers, Mason & Dixon, and used for some years past to divide two parts of our country. It is supposed to have been surreptitiously removed south of Key West, or to have been stolen by the Spanish, to bind a raft on which to get home. No reward will be paid for its return, as its former owners have gone out of the division business.

Some Barbed Wire Points.

A sudden call for 2600 No. 10 King's Pliers by the Army Quartermaster last week required all the available stock in New York City to meet the demand. Smith, Lyon & Field contributed 1800, Russell & Erwin sent 200, and John Wanamaker furnished the remaining 600. These tools are used by Shafter's men in cutting the barbed wire trocha built by the Spaniards across the island, and the largest size plier is necessary.

A barbed wire fence, as an impediment to army movements, does not assume to the layman's mind difficulties of an insuperable character, and yet the trouble which this apparently flimsy fortification has caused, both to our men and to the Cubans, is worth noting. The trocha is simply a fence of the kind we meet every day, made of barbed wire, only a trifle higher, and having more wires. Everyone knows the amount of care and dignity required to climb such a fence, and the undesirability of sitting on it. The difficulty is, of course, increased in proportion to the number of men; so that army evolutions are impossible with a barbed wire fence in the road. History contains no record of the scaling of an embattlement composed of barbed wire. It is, therefore, necessary to cut it, and even then the wire has to be rolled up and carried out of the way or sunk in the nearest water. Altogether, this is a slow and tedious job, accompanied by many an ugly scratch from the barb, and exposing the operators to the enemy's sharpshooters. It would probably take longer to dispose of such a fortification than it would to storm an intrenchment of sand or stone.

The moral of all this is, that while the fighting mind is constantly planning heavier armor for our ships and thicker walls for our forts, together with bigger guns to smash them both, we are, perhaps, overlooking some apparently lesser points (not necessarily barbed wire ones) that would present many more difficulties to the attacker.

English As She is Spoke in Canada.

Among the letters sent out by a Canadian file company, soliciting the home trade on files of their make, the following, in French-English, was received and noted with humorous comments:

Gentlemen: We are presently making the files very good, with temper and tooth sharp. We will make you circular as the alone merchants wholesale on your place, which is the inclose on this paper, if you send us the order or must we hope after inquiring into.

We remain, yours respectfully,

THE FULL MOON FILE CO.

P. S. I will come at your city and make visit on you soon.

Waste Opportunities.

Compelled to be an involuntary listener to a large amount of laudation lavished on a becoming shirt waist "Hop" remarked that it reminded him of the old saying of "Pike speak or bust."

"May be you could handle the subject better," remarked one of the fair damsels, with cutting sarcasm.

"What subject?" asked "Hop."

"Why, shirt waists," said the fair one.

"Not empty," cynically answered "Hop," with unnecessary emphasis.

A Southern jobber was lunching at the Hardware Club, the other day, during his vacation visit to New York, and ordered cold lamb and mint sauce. When the meat was set before him, the jobber looked about, and then called out, "Waiter!"

"Yes, sir."

"Where's the mint?"

"In Philadelphia, sir."

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JOBBERS, AND THE EXPENSE ACCOUNT.---II.

Are Pursuing This Plan.

Editor Hardware: Referring to the article of Logan, Gregg Hardware Co. as to "How Often Shall Salesmen Call?" would say their ideas coincide with ours exactly; in fact, we are ourselves pursuing this plan.

We find it beneficial in this respect: It encourages more inquiries and voluntary orders, lessens competition and materially decreases the expense account. It is also an aid to collections. For instance, a travelling man calls on a merchant and sells him a bill of goods on sixty days' time; he visits the same merchant again within thirty days and sells him again. He gets around again in thirty days more and solicits another order. The merchant says to the traveling man, "I have just received a statement of my account that is due from your house and I prefer not to buy anything more until I pay the bill that is now due." The traveler in his eagerness to secure orders is inclined to make it appear that his house is in no special hurry for the bill that is due, and smooths the matter over by telling his customer to remit at his convenience, but to be sure to give him an order while he is there, which possibly he does, buying the goods at less than regular prices because they are almost forced on him. When the merchant is again reminded of his past due indebtedness, he says to himself, "Those people are in no special need of their money or they would not have sent a man here to so earnestly solicit my trade when I owe them a past due account."

We think this close traveling by so many traveling men is one cause of so many past due accounts and such short profits, and we believe the hearty cooperation of jobbers along this line would help bring better results.

Yours very truly,

MAGILL HARDWARE CO.

Chattanooga, Tenn. W. T. Magill.

Will Never See Realized.

Editor Hardware: The scheme as presented in the pamphlet referred to in your columns, is in our opinion, one of those Utopian theories which we can write and talk about, and perhaps wish accomplished, but will never see realized.

The limits of any market cannot be set by arbitrary rules or agreements, but are fixed by the natural laws of trade, and by the results of efforts made by the producer or the distributor of merchandise in extending the area to which he desires to sell his wares.

No house with an honorable reputation knowing the trade and its requirements and carrying a stock adapted to the particular section in which it seeks business, will be satisfied with any other restraint upon its efforts than what is imposed by time and distance and expense necessary to conduct its business in territory seemingly not its own.

No buyer will be satisfied to be assigned to any one city, as he claims a right, most naturally, to buy where he sees or believes it most to his interests and according to his own preference.

Who would fix the limits or boundaries to be construed as the sole property for any jobbing point and would not the competition between the several houses in one city in a limited area be just as great as that from many points in a more extended field?

Possibly some of our friends may be induced to believe that the evils of trade are not so great in other lines and be induced to abandon the unpleasant features and hard work attending the Hardware business, but it reminds us of the story concerning the little boy and girl who were both riding the same hobby horse, He says "Sister, if one of us were to get down there would be more room for me." You can apply this anecdote to the trade in any other market which contends for the same customer after whom we are looking.

Yours truly,

Baltimore, Md. CARLIN & FULTON.

About Time to Investigate.

Editor Hardware: "How Often Shall Salesmen Call?"

When a large body of representative Hardware jobbers get together and compare notes as to the per cent. of expense in total business done, and find that amount from five to eight per cent. more than the gross profits on a very large volume of the business done, is it not about time to investigate and see wherein this large expense is incurred?

Unfortunately, I believe there is nothing truer than the old saying "A fool is born every minute," and in the natural course of events some of them get into the jobbing Hardware trade, and as fast as they get out, there is a new one to take his place. That the great expense of doing a jobbing business is our travelers, no one can deny.

A retailer of Hardware, doing a business of —— thousand dollars per annum, will not do a dollar more whether he is waited upon by two travelers a week or twelve travelers a week. He is overfed with commercial men, and in some cases, I regret to say, he does not seem to appreciate the efforts made to educate him up to a plane of "lower prices."

Volumes can be written upon this subject, I would advocate an agreement to the effect that no house should call upon their trade more often than once in sixty days. I believe it better for the retailer, better for the jobber, better for the ("not the order taker") but the salesman.

Yours,

Elmira, N. Y. IRVING D. BOOTH.

A New Belt Dressing.

There has been a growing demand among belt users for a more convenient form of belt dressing than the paste. The Joseph Dixon Crucible Co., Jersey City. N. J., are now placing on the market a solid belt dressing in round bars, about 8 inches long and 2 inches diameter. It makes a package convenient to the hand, and easy to apply even to fast running belts. The company does not claim that the solid dressing is as good a preservative of the life and elasticity of the leather as the Dixon paste, but it is quick to apply and quick to act, and that is what is wanted by the general run of belt users.

McMurray & Co., No. 2415 Ridge Avenue, Philadelphia, Pa., dealers in cutlery, tools, general Hardware and housefurnishing goods, have completed an addition of 38 by 20 feet to their store, which enlargement was made necessary by their increasing business. They will add to their stock a line of glues, oils, varnish and painters' supplies, and would be pleased to receive catalogues and prices from jobbers and manufacturers.

A valued correspondent forwards us the following letter which he recently received, and is here quoted verbatim: "please send me one Smith & weston Pistle by male Registerd letter I will pay you withine Ninty days if you will send it to me one those termes send me one woorth a Bout five dolers & a Box of bolls."

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Mid-Summer Observations.

Editor Hardware: There was a traveling salesman for a New York Hardware house—we don't say "drummer" any more—up here the other day, and in the course of his conversation, let fall a bit of wisdom that I believe is worth preserving. Said he, "If you want to get a man interested, and to draw him out, talk about something he knows all about."

"Perhaps that's so," I answered cautiously.

"Perhaps! Of course it is. Let me illustrate. I went down home the other day, and found that my uncle, from Philadelphia, was there. 'I don't believe he has a tongue in his head,' said my mother. 'He never has a word to say, but sits about as glum as a funeral.' 'What's his business?' said I. 'What has he done all his life?' 'Nothing but make bricks.'

"With that, I set out to open the old man up. We took a walk. I turned the conversation around to bricks, and aired a choice lot of misinformation. Uncle looked dazed, and then grew interested. He began on the brick question, and as we walked on, he grew eloquent. He told me more about bricks than you could find in all the books; he piled up information of various forms; he went into the history of brick making from Babel to United States; he oozed statistics. He kept it up all the while I was there, and would come up to my room at night to talk bricks. Yes, it's a good plan—but it can be overdone!"

This Spanish war is responsible for a lot of blanked foolishness, one way and another. Every man who comes into my store must unload or burst. Says one: "Hello, Oldman, remember the rebellion?"

"Yes."

"Forget it, and remember the Maine!"

Says another: "Do you know why they have ordered Sampson's fleet north?"

"I don't."

"Too expensive to keep it in Florida water."

The next idiot shouts: "Heard how they intend to bottle up the Spanish fleet?"

"I have not."

"On the Schley!"

Only an hour ago there was a salesman for a rubber house in here, and this is the way he introduced himself:

"Say, Oldman, heard the latest about Dewey?"

"I hope so."

"Well, you want to hear this:

"They say that Dewey is a dude.
Well, if the story's true,
What glorious deeds, when duty calls,
A Yankee dude'll do!"

He claimed that this was original with himself, but I knew he was lying.

Then he went on in his reckless way: "Too bad they have relieved Schley of his command."

"Is that so?" asked old Haines, from the top of the nail keg, "what for?"

"For bottling without a license, in Santiago harbor."

The latest one was sprung on me by our postmaster.

"If we cut up DeLome and Weyler," he asked, "what do we have?"

"Fresh Spaniard."

"Nit. We have De Wey. See?"

I know a Hardware manufacturing concern which numbers among its members a Bishop, a Parsons, a Dean and a Prior. This accounts, perhaps, for the high business morality which is accounted one of the company's most precious assets. A. N Oldman.

There are 2300 miles of telegraph line in the island of Cuba, with 153 offices.—*Ex.*

Recent Trade Publications.

Barron, Boyle & Co., Nos. 128–130 W. Court Street, Cincinnati, Ohio, have recently published a very useful pamphlet under the name of a "Net Window Glass Price List," based on the official list of window glass adopted this year, and showing every size of glass figured in various discounts, in single lights or whole boxes, all of A quality. It enables the dealer to mark the discount showing price desired to be used for sales at retail; and also to make the discount for contractors or similar larger buyers. This insures a uniform selling price for every salesman in a store without the necessity for making any difficult calculations, any one of which may be susceptible of error. In its compilation, when several lights have the same list price only the largest is given. The figuring in the book it is claimed is absolutely correct, and the pamphlet is copyrighted to prevent any infringement. It is certainly a very useful publication, is bound in stiff manila covers, having leather backs to ensure preservation, and is sold at 50 cents per copy, with a discount allowed when sold in lots of three or more.

In this age of fancy catalogues, where too often the real information is hidden away amid literary and artistic embellishments, the latest "little business book" of the Union Metallic Cartridge Co. is exceedingly acceptable. In these stirring times this company fills a position of stern need to the Government, and this concise, though complete catalogue, is symbolic of its high standing and excellent methods. It is far from being exclusively a description of munitions of war, however. U. M. C. Loaded and Paper Shells, which have increased so rapidly in popular favor, among shooters of every description, occupy an important place. Cartridges of every kind are so catalogued and classified that each variety can readily be found, even by the uninitiated. Among the new goods are: Grease Proof and Smokeless Card Wads, of improved material, for use over nitro powders. Smokeless powder cartridges in a larger variety of calibres and styles. This exhaustive little book will be mailed to any address upon application to the New York office of the Union Metallic Cartridge Co., No. 313 Broadway, New York.

The Cincinnati Screw & Tap Co., Cincinnati, Ohio, have recently issued their catalogue No. 7, to encourage the distribution of which, among the dealers handling specialties similar to their well known production, they have mailed, stitched together, a number of specimen pages showing in great variety their large line of goods. On the first page of these leaflets they print the following notice: "Catalogue No. 7 is ready for you, write for one. We send it to you free of all costs. Our expense complete, mailed, is 25 cents. We want you to have a copy, and all we ask of you is to write for one. These circulars illustrate the variety of goods you can buy from us. All goods are as represented, and will be invoiced at prices ruling on day of receipt of order, and will be as low in price as is consistent with first-class goods."

The Anthony Wayne Mfg. Co., Fort Wayne, Ind., and St. Louis, Mo., have issued a comprehensive catalogue of their washing machines, tanks and syphons, self-measuring oil pumps, etc. It gives full illustrations and descriptions of the various articles manufactured by them, special attention being called to their new patent malleable iron pinwheel, used in their washing machines, an illustration of which appears elsewhere in this issue. This catalogue will be sent on application.

A grocer and a Hardwareman at Albia, Iowa, are waging war. The grocer gives away a step-ladder with every pound of baking powder bought, and the Hardwareman gives away a pound of baking powder with every step-ladder bought.—*Caxton Caveat.*

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LAWS, CUSTOMS AND IDEALS OF BUSINESS.

It is a privilege, highly esteemed, to meet and greet this Association, organized, equipped and conducted for the advancement of trade and the higher principles of business. The pleasure with which I address you is augmented by the realization of that splendid commercial record which, as Southern business men, you have made during the last quarter of a century. With constant admiration and gratification has America noted your perseverance, enterprise and capacity as difficulties have been surmounted one by one, and that astonishing and magnificent reconstruction conducted with ever-increasing zeal and achievements. The West has had its record of development and growth that indeed has been wonderful, but the course of progress in that section of our Republic has been constant and uninterrupted. The record of the South has been more phenomenal still, because with indomitable pluck, discouragement has been overcome, paralysis conquered and entirely new conditions created upon the ruins of the old. No wonder that the world stands in awe of such a marvelous exhibition of development and power. With a country whose commercial prosperity is restricted to no one territory and to no one industry, with democracy as the ruling spirit, and freedom the battle cry, with a patriotism firing every heart and pulsating through every fibre of national life, with resources that know no end, a power irresistible, and a will that ever conquers, it is not surprising that the governments of the world are seeking to clasp our hand in friendly alliance.

Amid our strength and our prosperity, it is wise, sometimes, to inquire the source of our power; to examine the component parts that create the gratifying whole, and to test and strengthen every link in order to withstand the ever-growing strain.

America's greatness lies largely in her commercial industry. Her natural resources are wonderful, but her genius to develop is greater. Her population is enormous, but her ability to employ is still vaster. Her trade is prodigious, but her skill to supply is equal to more exacting demands. Commerce has been the foundation stone upon which has rested our national power, and upon which still vaster greatness is to be built. If our foundation stone is commerce, the superstructure is credit. If commerce is the source of our strength, credit is its consummating medium. To such an infinitesimal degree does money enter into trade that it might be said with seeming propriety that our entire business intercourse rests upon credit. Shake credit and you upset the wheels of industry, and make stagnant commerce. We have passed through one political campaign devoted to money. Our next should be devoted to credit.

* * * * * * * *

Equally as important to the proper protection of business as just and efficacious laws is established principles of credit and advanced system for their execution. There can be no question but what unintelligent and indiscriminate credit is injurious alike to the morals of the people and the stability of trade. Hitherto there has been too little attention given to the philosophy of credit, and consequently we have suffered from the application of unknown laws. You cannot expect an inherently dishonest man to be just in all his transactions. It is ridiculous to anticipate a man without the slightest grain of experience to enter into a complex business and be successful. It is impracticable to believe that five thousand dollars capital will conduct an enterprise of one hundred thousand dollars annual business. It is unsafe to sell a man who declines to keep books and to intelligently comprehend his condition. While these are recognized facts, they are continually unobserved to the financial loss of creditors, the injury of the local trade and the demoralizing of business generally. Every failure exercises a certain percentage of damage to business conditions. In ordinary times that percentage is scarcely recognized, but when the percentage rises above a certain degree a panic is apparent and the wheels of industry are clogged. A closer observance of the cardinal principles of credit would regulate and restrain failures within reasonable bounds. Experience has taught us that in credit as in insurance it is practical to establish a "Mortality Table."

If I were asked to name the first important basis for credit, I should say Character. A short time since, Mr. James G. Cannon, vice-president of the Fourth National Bank of New York, and president of the National Association of Credit Men, said, in an address, that the three component parts of credit are Character, Capacity and Capital—these three, but the greatest of these is Character. Absolutely true! Capital may be borrowed or stolen. Character, never. Character is the inherent quality which recognizes and enforces the right. What our business world needs now, and always, is men—in that broader and more significant sense in which man means all that is honorable and noble. Our ranks of commerce are far too crowded with individuals who seek opportunities for financial aggrandizement that cannot be approved by the law of ethics or morals. The last few years of commercial depression have witnessed thousands of unnecessary failures, which have occurred simply because the opportunity was propitious for their perpetrators to profit by a transaction that the condition of the times would palliate and make reasonable. Business is a most honorable occupation, and America proudly boasts, not in her lords and dukes, but in her business men; not in her castles and palaces, but in her commercial institutions. Most jealously, therefore, should we guard the ranks of business from being entered by the irresponsible and corrupt, in order that we may protect the honor and integrity of our calling. Every failure having about it the slightest taint of irregularity and dishonesty should serve as the motive for the retirement of the perpetrator. We have been too lenient in dealing with such transactions in the past.

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In the second place, I assert that credit should be largely dependent upon the financial condition of the application for such accommodation. This knowledge should be accurate and detailed. Estimation and gossip are not reliable sources of information. A debtor is the only one who can best indicate his own financial condition. As an applicant for credit it is only equitable and reasonable that he should make a detailed statement of his affairs, and as a bestower of credit it is only business-like that you should demand this information. We are rapidly forsaking the position so long and tenaciously held that a request for information was a reflection upon a merchant, and as such was equivalent to an insult, which any debtor should rightfully resent. A better conception of the relationship between debtor and creditor is gradually taking place. Sentiment is giving way to the logical law of business. Goods are now considered

* From an address delivered June 16, 1898, at Old Point Comfort, Va., before the Southern Hardware Jobbers' Association by F. R. Boocock, Secretary of the National Association of Credit Men.

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as money, which, parted with upon credit, is equivalent to the investment of capital with the party trusted. This is a partnership relation in which the prosperity of the business is the investors' concern.

After character, a detailed property statement is rapidly becoming the true basis of credit. Educational work among retailers, as well as the practice of progressive wholesale houses, is popularizing statement asking and giving. Uniformity in statement blanks, as being agitated by the National Association of Credit Men, is certain to enlarge and clarify this conception. The custom of many houses to decline credit in the absence of a detailed statement has done much to establish this principle of credit. Many concerns decline, also, to grant extensions, without a detailed showing of debtor's affairs. Very rapidly are we advancing to that point when only bankrupts and those dishonestly inclined will hesitate to give a statement to those so entitled. A cardinal principle, to be effective and respected, must be reasonable, equitable and sound. Such is the principle that "Trade depends upon credit, and credit upon confidence. Credit cannot exist where there is doubt. By stating facts, doubt is removed. By removing doubt, confidence is established. By establishing confidence, credit is secured." The exaction of statements from customers is reasonable and beneficial.

Having once opened an account, it is business like to insist upon a complete and ready observance of your terms of sale. There is far too much fickleness displayed in the treatment of open accounts. A note is respected and honored; an open account, seldom. Goods are sold on thirty days' time; payment is made at the option of the debtor. The length of your patience is frequently the duration period of an account. This condition has been established because of the carelessness and permissiveness of creditors. Business houses have been too diffident in enforcing their rights, thus creating a custom that trespasses upon business ethics.

What is the remedy for this evil, and what the accepted medium for dealing with modern conditions? Simply a more careful observance of the functions and mission of the credit department. An intelligent, conservative, affable, conscientious and capable credit man is a valuable adjunct of any business. But a credit man without a liberal allowance for the maintenance and proper equipment of his department is a mistaken policy. A credit man without freedom of action will measure his failure by the amount of the interference with which he is afflicted. No credit man should be asked to assume the responsibility of his office, and be subject to the caprice and decision of others. No department of a business must be so absolutely free from dictation as that devoted to credit. A credit man must be given sole jurisdiction over his department. His record will attest his capability. If unsuccessful he will willingly submit to the consequences, but to achieve good results he must be free to follow his impressions, and to execute his decisions. Given such authority he will save the expense of his department several times over during the course of the year.

Correct methods in the credit department must be recognized and observed. Suitable cabinets for filing purposes, and a convenient and methodical record of every account is imperative. Proper channels for gleaning information must be provided and ready mediums of action established. No competent credit man will permit an account to escape his constant vigilance after becoming due until paid. Promptness in collections will oftentimes regulate the volume of business that is transacted. A customer whose account is paid is more ready to order than one whose account is past due. Prompt collections is the most modern method of business building. Houses seldom lose desirable trade by courteously insisting upon a strict observance of their terms of sale. Those who are lenient suffer most from their own customers, as well as from the undesirable patronage which the independency and business principles of other houses have driven to make purchases elsewhere.

An advanced credit man will never permit a desirable account to grow stagnant for lack of activity in purchases. It is as much the prerogative of the credit man to sustain and magnify patronage as it is to check orders. His thoroughness, which is one of the characteristics of a good credit man, will evolve that system which will immediately record a drop in purchases by any customer below the ordinary amount, while his constant aim will be to stimulate salesmen to greater efforts along such channels as to increase the volume of trade. Unfortunately many people imagine that the work of the credit department is constantly defensive, and that its influence is destructive. This is absolutely incorrect. The credit department should be offensive and creative.

The credit man should be in constant touch with salesmen, and such a confidential relationship should be established that the interest of one should become the interest of the other. The credit man should continually advise the salesmen when and where to push for business and by many methods within his grasp endeavor to increase the salesmen's trade. The salesmen in return will endeavor in every way within their power to save the credit man a loss.

No credit man should attempt for a single moment to exclusively rely upon his own conceptions and experience. The aggregate trade know infinitely more than any one individual. A policy of fraternity between competing credit men is mutually advantageous. Of course, if any house is pursuing a system of "Preferences" they very naturally will decline to entertain cordial relations with the "trade," and the "trade" with them. Nothing so clearly creates isolation as selfishness. The trend of the world's thought is towards co-operation rather than individualism. This is encouraged by the general experience that the "preference" practice is inimicable to commercial stability. Insist upon all sharing alike in case of misfortune, and there will not be so many impulsive actions forcing debtors into bankruptcy. On the contrary, every device will be exhausted to save the debtor, the assets and the account.

The best thought of the best minds is being devoted to the creation of that condition when honest failures will be unnecessary and dishonest ones so dangerous as to scarcely warrant the risk. Why should an honest man fail? At present largely because of the jealousy and fear which his creditors entertain of each other, and which results the minute a debtor gets in tight circumstances in a shrewd competition as to which one will be the first to secure an attachment and secure his claim. The conditions which operate in bringing about that state of the debtor's affairs which call for surgical operation of his creditors, are mainly of three characters: Lack of capacity, lack of capital or lack of patronage. In the first case it is possible to find a competent manager to save the business; in the second case, capital can be supplied; in the third case, a change of policy or location can be effected. A proper spirit of co-operation existing among creditors, and a conscientious desire to be fair on the part of the debtor, is all that is essential to save our records from numerous failures.

Faith, says Mr. Moody, is the foundation for business. It is an essential asset to every bank and mercantile house in existence. Many a thriving business and successful enterprise has been carried in through dark days of reverse on no other capital; and without such capital the markets of the world would soon come to a standstill. I have known men whose ruin has been brought about by some little insinuation relative to their credit—the business equivalent for trustworthiness. The loss of public faith has brought the darkest reverses to the richest of corporations, and even nations have felt the ruin which it entails.—*Ironmongery.*

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AN APPLICATION FOR A POSITION.

Many a man wonders why his repeated efforts at securing an advertised position meet with no results. Notwithstanding the fact that his experience is comprehensive, and his references of the best, his letters go unnoticed, until he becomes thoroughly disheartened and disgusted; and resolves to confine his future efforts to personal application. He concludes, in his misanthropy, that the whole postal service is arrayed against him to delay his letters until the advertiser has already filled the position; that his luck is bad; that the number of men out of work, and consequently doing the same as he is, swells the number of letters to such an extent that the chances are one in a thousand of his own letter ever being read. In fact, he imagines that every hand is turned against him, and that all things conspire to thwart his efforts.

This is a mistake. While there is no question about there being many applications for advertised positions, which only one man can get, there is no good reason why in nine cases out of ten, an applicant should not get his letter read, and thus equal his chances with the best; providing of course that his qualifications are of the first order.

What is absolutely necessary in a written application, and, we may add, what is usually lacking, is distinctiveness—something to make it stand out by itself; some feature that will impress the employer-to-be with its sincerity, its merit, or its originality. We once knew a man whose fertility in expedient to secure a position was equalled only by his ability to lose his "job." This man wrote his application, setting forth his many virtues, wrapped the letter up carefully in tissue paper, put it in a box, and directed it to the advertiser; marking it personal. This doubtless achieved its object, and secured a hearing on account of its originality. Whether it bore fruit or not is another question; as it is more than likely that the prospective employer, expecting to find a 3kt. diamond or some other little memento from an admiring acquaintance, and finding only a request for employment, would get mad and consign the whole outfit to the waste paper basket.

However, the applicant was on the right track. He desired that his case should be sure of attention; and sought to ensure this by making it stand out in sharp contrast from the bulk of other letters. His error lay in using false pretences.

As an example of neatness, comprehensiveness, and general excellence, we reproduce herewith, an application recently received by a Chambers Street house, New York. The position advertised was that of a factory superintendent; and the only reason of the failure of Mr. Brown to secure the position was that his letter arrived too late. This was, perhaps, due to the care and time expended in drawing up the original; but as he can have copies of it made and kept ready, he may reasonably hope for better luck next time. The application was as follows:

FULL NAME OF APPLICANT: William Brown.

ADDRESS IN FULL: Room 6, No. 800 West 23d Street, Chicago. Ill.

AGE: 27 years.

BIRTHPLACE: Chicago.

AGE QUIT SCHOOL: Quit school at my sixteenth year, after putting in one year at high school. For two terms of ten months each I pursued the study of mechanical drawing, physics and higher mathematics at night classes of Chicago Athenaeum. Third year after leaving school I took a business course, including bookkeeping and commercial law, at Metropolitan Business College.

WHAT LANGUAGES DO YOU SPEAK? English, German and French.

ARE YOU A COMPETENT BOOKKEEPER? Yes.

FIRST WORK, SECOND WORK, AND SO ON, STATING NATURE OF WORK. (More detail the better.) First work was at the bench and lathe in model-making shop, where I remained for two years, learning the trade of model maker and machinist.

Second work; was employed as draughtsman, and later designed special machinery.

Third; was given the correspondence to attend to.

Fourth; owing to ill health of employer took management of business for two years.

Fifth; after decease of employer I purchased his business and have conducted the same ever since.

Work in latter years consisted in making contracts, soliciting and attending to financial ends, as well as the endless number of things devolving on a proprietor.

CAPACITY AND LIKING FOR SAME IN EACH PLACE: In construction department, during my experience, I preferred superintending and erection; while in the business department, selling and purchasing was my preference.

SALARY AND REASONS FOR CHANGING: Two thousand, and away from Chicago $2500. Field too small and not permitting of sufficient expansion in business.

PRESENT OCCUPATION: Managing establishment for manufacture of models and light machinery.

PREFERRED LINES OF WORK: To represent a responsible house either in Chicago or elsewhere.

PREFERRED RESIDENCE: Chicago.

MARRIED: Not yet.

PREFERRED RECREATIONS: In summer, excursions in the country; horse-back riding and occasional visits to the German summer gardens; while during the winter I attend theatres and lectures.

SOCIAL ATTAINMENTS, MUSICAL, ETC., RELIGIOUS: Owing to clo er attention to matters of a sterner nature my social attainments are not as extensive as they would otherwise be. Have, however, a large circle of acquaintances in Chicago, although I am not a member of any lodge or club now.

Musical; Execute on the violin, having spent some four years studying on that instrument while attending school.

Religious: Was educated in the Lutheran faith and am still a member of the same church.

KIND OF READING DONE: Daily papers, and look through a scientific paper and a number of trade journals. Selected articles in the magazines, some of the popular books of the day and the standard works in literature and authentic writing on all subjects.

KIND PREFERRED: Romantic, scientific, historical, philosophical. Being broad-minded I enjoy books in all the above classes and change to break the sameness.

READING ANYTHING NOW: WHAT? Just finished a history of Richard III, and am now reading Hugh Wynne by Mitchell.

LIKE ARITHMETIC OR STATISTICAL WORK: Prefer statistical work.

EXTENT OF TRAVEL: HOW FAR EAST, SOUTH, WEST, NORTH? In the States have traveled East to New York, South to Virginia and Kentucky, West to Colorado and New Mexico, and North to Wisconsin and Michigan. Have spent nearly eight months in foreign travel; covering the Isles and all places of interest in Europe excep'ing Russia; extending as far South as Turkey and Greece; touching Smyrna in Asia and going 850 miles up the Nile; a cru se on the Mediterranean, and departing from Gibraltar.

NAMES AND REFERENCES OTHER THAN FORMER EMPLOYERS AND RELATIONS: Wm. A. Harding, Esq., of the Harding Harvester Works; John I Burwen, of Burwen Bros. Banking Co.; J. R. Bruce, of the Bruce Bridge & Iron Works; H. L. Brackett, of Brackett, Comstock & Co., attorneys; all of Chicago.

HEIGHT: 5 feet, 11 inches.

WEIGHT: 160 pounds.

ANY DEFECT IN SIGHT, HEARING, SPEECH OR LIMB? No.

IS YOUR HEALTH GOOD? Yes.

The whole statement occupied two sheets of foolscap—one side only being used—and was neatly typewritten. Each heading with its information was a paragraph by itself; and the whole seems to answer every possible question which would suggest itself, and even some that one

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might hesitate to ask. It is graphic, and shows that the bump of order or system is thoroughly developed. The impression is made that this same sense of system would be rigidly applied to any duties entrusted to the applicant; and that the smallest detail would receive its due attention. This in its turn inspires confidence; and having gained these points, the problem resolves itself into a question of comparative merit—a test to which every fair minded man is willing and anxious to submit.

Buildings With Glass Sides.

In the designing and building of modern manufacturing plants one of the most important questions to be considered is the lighting of the interior of the building. Manufacturing plants at the present time are located, generally speaking, in large cities or at least in regions where the population is somewhat dense, so that a great deal of loss is experienced by the owners on account of the help watching people passing by, or by occurrences taking place in the adjoining streets. On the other hand, the importance of thoroughly lighting the interior of a shop is so great that this fact takes precedence over all others. Why not combine the two? Why not have a well lighted interior and at the same time have the sides of the building so constructed that the employees are unable to have their attention attracted by what

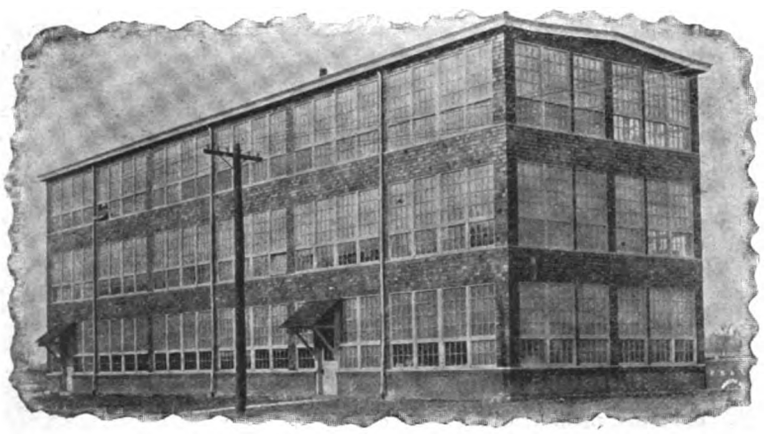


FIG. 1.

is taking place in the surrounding streets? We illustrate herewith a machine shop designed and built by the Berlin Iron Bridge Co., East Berlin, Conn., for the Veeder Mfg. Co., Hartford, Conn. The Veeder Mfg. Co. are noted for the excellence of the Veeder cyclometer. The mechanism of these cylometers is very fine and in the different processes of manufacture it requires the best of light in carrying on the various operations. The business of the Veeder Mfg. Co. being largely on the increase, they decided to build an entirely new plant, and the illustrations herewith show their new machine shop both externally and internally.

The first illustration shows the exterior of the building, which is of a somewhat novel construction. The supporting framework is entirely of steel, the greater portion of the construction being steel and glass. It is three stories in height, the exterior presenting a very ornamental appearance from the unique character of the construction. It is 30 feet in width, 110 feet in length, the three floors giving nearly 10,000 square feet of floor surface, every inch of which, owing to the well diffused light in the interior of the building, can be occupied with manufacturing purposes.

Fig. 2 shows the interior of this building, the photograph from which this illustration was made being taken in the second floor showing the supporting girders of the third floor above and the truss work forming the supporting girders for the sides of the building. The interior is heated by hot air forced into the interior of the building from an adjoining boiler room by means of ducts located and made a part of the supporting columns of the building. This peculiar feature of the building was designed by C. H. Veeder, the president of the company, and adopted by the Berlin Iron Bridge Co. in their design.

Particular notice is called to the sides of the building

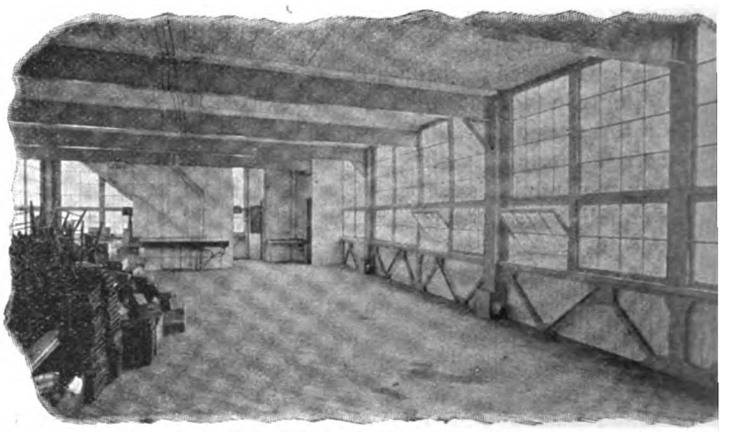


FIG. 2.

which are made almost entirely of glass, but arranged in sections so that they can be easily opened and closed, thus securing plenty of fresh air. A great many people have an idea if the sides of a building are made of glass that the nterior in warm weather will be insufferably hot the same as a greenhouse. The facts of the case are exactly opposite. Owing to the superior ventilation secured by means of every other panel of the glass swinging on a center pivot, perfect ventilation may be secured, and thus instead of being exceedingly hot in warm weather it is extraordinarily cool, and pure clean air from the outside is furnished for the workmen.

Fig. 3 is also taken from a photograph and shows the interior of the upper floor of the building. This floor is entirely clear of columns, the roof trusses being of sufficient capacity to support not only the roof loads but also to carry the shafting, pulleys, hangers, etc. Particular attention is again called to the lighting of the interior of this portion of the building. A large amount of glass admits and diffuses the light so thoroughly in and through the interior of the building that the very fine work of the Veeder cyclometers can be carried on in the center of the

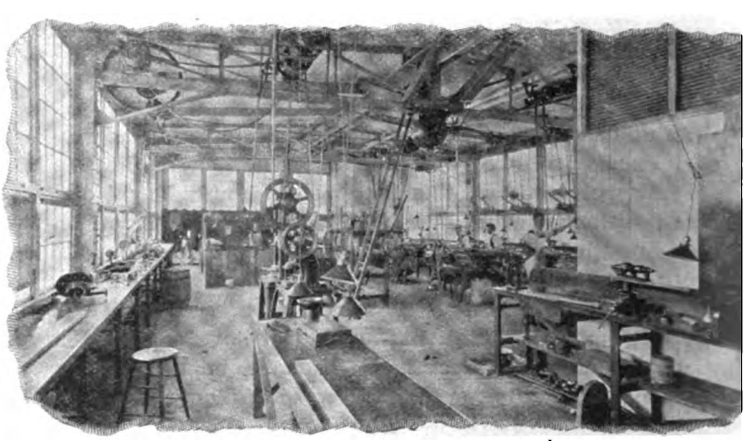


FIG. 3.

building as well as on the outside. The building is a credit to the designers, the Berlin Iron Bridge Co., to whom we are indebted for the illustrations.

The irony of Fate reached its height when our war vessels blockaded Santiago De Cuba, clad in a sheathing of steel which had but recently been taken from that vicinity in the shape of iron ore.

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ONE OF UNCLE SAM'S NAVY YARDS.

A visit to a navy yard in these piping times of war, is likely to be attended by a rapid succession of sensations, particularly if the visitor be a man of peace.

There is a vague something in the makeup of American character, that seeks to sink—or rise—to the level of a plain citizen. This extends even to our soldiers and sailors, and is responsible for the fact that we see little or nothing of the gay apparel of war, except on an occasional parade, or the dedication of some public monument.

Imagine, then, the startling transition after a trolley ride through the streets of Brooklyn, to suddenly find oneself halted by a fierce-looking sentry, armed for business, and alert for anything suspicious, and made to give a reasonable excuse, for one's visit to "Your Uncle's" workshops.

"Three blocks ahead, and two to your left," are the directions, and as *Hardware's* representative started onward, there was a strong impression made by the meeting of armed sentries everywhere, that he had best count those blocks carefully and avoid mistakes, lest the inability to explain his presence on some forbidden ground might lead to a scare head account in the yellow journals of the capture of a supposed Spanish spy, accompanied with a faithful cut of the prisoner. This impression was fortunately transitory, and was succeeded by a lively interest in the conduct and plan of so large an establishment.

The grounds occupy about a mile of the river front in the form of a crescent, around Wallabout Bay, and are shut off from the land side by a high wall on the south, and an iron fence on the east. They are divided by regular streets, those running north and south being indicated numerically, while the cross streets are named after various prominent figures of our naval history, such as Warrington, Farragut, Decatur and others.

Fronting on these streets are numerous capacious storehouses and workshops. In the former are to be found tier upon tier of almost every description of article used in the makeup of a modern war vessel, or required for the equipment and maintenance of the crew. A constant stream of trucks is adding to what appears already like an inexhaustible supply. A question as to what articles were supplied by the Hardware trade elicited the laughing reply that the navy used everything that was used ashore, and a heap of things that could be used only afloat; in all, about 15,000 different articles were on the list.

A cruise through the storehouses emphasized the statement. In one is found the stock of a well equipped lumber firm, in another is enough iron and steel in all forms to start a shipyard, in a third are to be found in endless quantities, all the parts and fittings of the different varieties of engines used on the many types of vessels, and so on through the stores—manila rope, steel cable, iron chain, bolts and nuts, tools of all descriptions, agate ware, ammunition, guns, small and large; clothing supplies for the men, and canvas for hammocks; in fact, almost everything to be found in the stores of a large city.

In the workshops, the buzz of saws and the ring of hammers tell their own story of the rush of work made necessary by the war. There is a popular impression among civilians that to work for the government is to take life easy, yet one finds no loiterers here. Every man is working, and working hard. The public spirit of enthusiasm seems to have entered his soul; and he feels that in fashioning a ventilator or welding an anchor chain, he is doing his part against his country's enemies. But despite the rush, no work is carelessly accomplished. All must pass inspection and come up to the standard. What may appear an unimportant detail, may, by careless workmanship, lose the lives of a hundred men at the crucial moment.

From the docks, comes the tap-tap of hundreds of hammers on the steel sides of the vessels lying there. First in importance is the cruiser *Columbia*, whose recent collision made a visit to the yard necessary. The ominous muzzle of a 6-inch rapid firing gun shows through an open port, while a number of 6 and 4 pounders, as well as smaller machine guns, intimate that she has good teeth as well as clean heels. Next come the protected cruisers *Chicago*, *Atlanta* and *Topeka*, each of which is being overhauled, and will soon be out scouting the northern coasts. In addition to these fighters, there are a number of small yachts recently acquired by the government on account of their speed, and destined for use in the mosquito fleet as soon as the necessary changes can be made. Hundreds of men are employed in this work, laying plates, laying and caulking decks, scraping, painting, loading supplies, passing coal, and hurrying here and there like the inhabitants of a vast human ant hill.

Before leaving, a visit to a small circular plot of ground near the western side, is worth making. Enclosed in a small circle by a low chain fence, are a number of cannon taken from differant enemies at various times. Chief among them are a number of guns taken from the British frigate *Macedonian* by the gallant Decatur on the U. S. S. *United States*, Oct. 25th, 1812. The prize was towed to New York and dismantled. A small boat howitzer and a yacht gun are relics of blockade runners during the civil war, while in the centre of the plot stands the wrought iron 12 inch gun "Peacemaker," made in 1834, with a sample of steel plates pierced by her shot. Near this enclosure, standing by itself, is the ram of the Confederate ship *Mississippi*. This massive piece of iron is shaped like a V, the point being about eight inches in thickness and four feet in height, while the arms run back about twelve feet, and vary in thickness from about three feet at the point of contact with the vessel's bow, to six or seven inches at the ends.

Altogether the visit is interesting from first to last, and will do more than any argument to dispel the idea that the government motions are slow and cumbersome. It is merely the dignity of enormous transactions that sometimes excites the ire of the layman to protest that things would be different if he had the running of them.

A New Heated Term.

We have a little four year old tot at our boarding house named Teddie, who daily enlivens his parents with some original speech or other, with which of course the boarders are regaled at meal times; the latest, was listened to this morning at breakfast. A local pain made the application of a hot water bag desirable and when it began to cool, Teddie said:

"Papa, won't you 'hotten' this up again?"

"And did you?" asked "Hop."

"Certainly," the happy father made reply.

"Well, don't keep it up," said "Hop," "or you'll make a 'hotten' tot of that cherub."

To run a bill is not so bad,
But when the thing comes due,
Oh, me, Oh, my! it's very sad
To have it chasing you.—*L. A. W. Bulletin.*

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NEW GOODS AND SPECIALTIES.

Warren's Patent Hardware Cabinets.

The engraving herewith represents the Warren system of Hardware Cabinets, manufactured by the J. D. Warren Mfg. Co., Nos. 152–158 Lake Street, Chicago, showing cases drawn out from cabinet and packed on floor of the storeroom in order to illustrate more comprehensively their capacity for holding goods. The drawers as shown were taken from a cabinet 8½ feet in length and less than 8 feet high, so it will be seen at a glance that the space inside is well utilized. These compartments are made in different sizes for holding various kinds of Hardware specialties, such as bolts and nuts, screws, awls, locks, augers and bits, and all articles entering into the Hardware store. A careful study of the illustration herewith will enable the Hardware dealer to form a correct idea of the principle upon which both large and small stores are equipped with the Warren system of shelving.

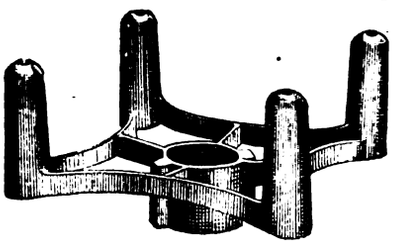


New Rotary Gear for Washing Machines

The Anthony Wayne Mfg. Co., Fort Wayne, Ind., and St. Louis, Mo., have just completed and are now ready to place on the market, their New Rotary Gear for Washing Machines, which is so arranged, that by a continuous motion of the balance of the wheel in one direction, the dasher inside will reverse and rotate in opposite directions. The same is on all styles of Western Washers, operated by a hand lever movement. The advantages claimed for this

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gearing over the old lever movement are that "the same will work so much easier, that it is no hardship for any woman to operate the same," and the manufacturers even claim that a child twelve years old can work this machine with ease. The balance wheel weighing seven-



teen pounds, is referred to as being of material assistance, causing the gearing to turn easily. The gearing can be placed on both round or square machines, and is fitted up completely at the factory. All that is necessary is to fasten the same with four bolts to the lid, attach the fly wheel to the shaft and the machine is ready for operation. It is very simple and compact and cannot be thrown out of order or broken by common usage. The company say:



"All of our Rotary Washers are fitted up with a galvanized iron post and enameled pin wheel, the greatest improvement over the old style wood pin wheel ever made, for as the pins are cast into the spider of wheel, they cannot drop out, and the wheel being of iron it will not split, and being enameled it is as smooth as glass and cannot possibly injure the clothes." It is also claimed that "this wheel will do better work than a wooden wheel, for on account of its



weight, it will always come in contact with and engage the clothes whether the machine is full or only partly filled. This is not the case with the wood wheel, which will always swim on top and will not wash unless the machine is well filled."

Hadn't Thawed Out.

They are telling a story now on a well known Hardwareman of Minneapolis. He is a thorough business man and very successful, but is somewhat inclined to coolness of manner. The other day a Hardware salesman called on him and opened up a stock of thermometers. The atmosphere in the office became very frigid and the salesman went away without having effected a sale. On his way South he stopped in Chicago and called on one of the leading jobbers there to see if he would not have better luck with the thermometers. Having talked with the jobber a few minutes, he opened his stock of samples. The jobber took one look, buttoned up his coat and rang for the janitor to turn on more steam. "Say," he said to the salesman, "this is a pretty cold day, isn't it?" and reached for his hat. "Why, I don't know," the traveling man replied. Then he bethought himself to look at the thermometers and a great light broke in upon him. "Look here," he cried, as the jobber was just putting on his overcoat, "the last time I had these thermometers out I showed them to Mr. ——, of Minneapolis, and the blame things haven't thawed out yet!"—*Stoves and Hardware Reporter.*

Micrometrical Mechanism.

The perfection to which micrometrical mechanism and the result of their industrial application are now brought is illustrated in a remarkable degree in the production of certain descriptions of woven wire gauge and cloth, some of these being made with meshes so infinitesimal as to number 40,000 of the latter to a single square inch. The most delicate classes of wire—those which stand related to scientific instruments—are of such fineness as to render their measurement a matter of difficulty; this task, however, has been made practicable, and platinum wire has been drawn one seven-thousandth of an inch and to even greater fineness. Aluminum wire, too, has been drawn as fine as 10,500 yards to the ounce, a size too fine to be measured practically by any gauge or instrument. Iron has also been so attenuated that over two and one-half miles in length weighed only one ounce; but still a more remarkable instance of this class of mechanical manipulation is the drawing of twenty-four grains of gold on a silver wire to 120 miles.—*The Paper Mill.*

In the advertisement of Cushman & Denison, No. 159 Ninth Avenue, New York, in this issue, a new illustration of the "Perfect" Pocket Oiler gives a sectional view of the automatic action and demonstrates how the oiler is kept neat and clean. From this it may be seen how the flow of oil is regulated by each depression of the tip, and how it is impossible for it to leak when the self-closing valve is shut. The illustration also shows the extra metal washer that they have added to the packing. When valve is closed there is no possibility of any oil leaking, but as an additional security and also to protect the user from any oil which through carelessness might collect on the outside of the spout, a cover is furnished which fits over the spout, thus allowing the oiler to be carried in the pocket with perfect safety. This oiler is heavily nickeled and takes up very little room. In spite of the reduction in high grade wheels it is still used with the leading makes; those that are looking for the best in everything, the oil-can included.

James Knox, one of the most popular salesmen of the Bissell Carpet Sweeper Co., who promptly responded to the first call for troops in the State of Michigan, and who has always been a very ardent militiaman, has just received his appointment to the office of major.

The lowlands of Cuba are extremely rich in lime and phosphate.—*Ex.*

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RETAIL HARDWARE ASSOCIATION OF TEXAS

On June 6, as has already been stated in *Hardware*, W. H. Richardson, a dealer in Hardware at Austin, Texas, after consultation with others interested in the same subject, issued to the dealers of that State a circular letter, which is as follows:

To the Hardware Dealers of Texas: The Railroad Commission of the State of Texas, on May 5, 1898, made an order changing the loading of cars of goods in our line, as follows:

1. Nails, iron or steel, straight car loads or mixed with staples.

2. Fence wire, smooth or barbed, in straight or mixed car loads or mixed with staples.

3. Hay bale ties, in straight car loads.

4. Staples, in straight car loads or mixed with nails or fence wire, as provided in items 1 and 2 above.

Note.—It is understood that the rates on woven wire field fencing, and wire other than fence wire, in straight or mixed car loads, will remain unchanged.

5. Stoves, straight car loads.

6. Stove furniture and hollow ware, as now provided in current classification, with sheet iron excluded from the item, shall be shipped in straight or mixed car loads.

7. Sheet iron, plain, all kinds (except Russia or planished iron), in straight or mixed car loads.

8. Sheet iron, corrugated, in straight car loads.

From this ruling but one result must follow: loss of business and all the consequent evils. How many of us can afford to order stove furniture and hollow ware in solid car lots or bale ties in solid car lots? And, too, forced at any and all times to ship a solid car of nails, a solid car of wire, or a solid car of flat iron.

It has been possible previous to this to ship direct from the factory to our places of business, in mixed cars, the product of the plant, viz.: Nails, barb wire, bale ties, netting, &c.; or stoves, stove vessels, pipe, &c., in a mixed car; thereby doing away with the jobber and middleman at either end of the line, enabling us to furnish our customers (the people of Texas) at the lowest possible price. Now we must change our business and be tributary to a few men in the State, who are alone benefited.

If ever there was an opportune moment for a State organization now is the time. Important changes in the laws governing our trade interests demand concentrated action for mutual protection. This late Railroad Commission outrage will be followed by others. There are many other matters of vital importance demanding an organization of the Hardwaremen of Texas.

If you think the time has arrived for a meeting of the Hardware dealers of Texas for the perfecting of an organization for our mutual benefit you will please so designate by return mail, that all may be represented. A determined position taken by such an organization can but be felt. Say at what time and place you prefer to meet and we will cast up the responses and notify you through the daily papers of the place and time so selected.

Believing that an urgent necessity exists for this step, you will pardon the presumption, but the necessities of the hour demand prompt action. We would suggest that a meeting be held in the next thirty days.

Numerous responses were received to this call, and a meeting of the Hardware and implement dealers of Texas was therefore held at Waco on June 28 and 29, at which a State association was organized under the name of the Retail Dealers' Hardware & Implement Association. A list of those who were present on this occasion was prepared, and is as follows:

THOSE WHO WERE PRESENT.

O. M. Pate, Sulphur Springs.
J. S. Leachman, Dallas.
W. T. Herrick, Whitney.
W. Bradshaw, Dallas.
W. M. Tatum, Corsicana.
F. L. Doke, Hubbard City.
B. A. Bowers, McKinney.
J. L. Wilson, Belton.
W. A. Brady, Temple.
T. L. Hollingsworth, Temple.
W. S. Allen, Calvert.
W. J. Stephens, Moody.
H. B. Sones, Dublin.
A. J. McWilliams, Atlanta.
J. A. Nelson, Round Rock.
W. H. Richardson and W. H. Richardson, Jr., Austin.
Fred Grimm, Comanche.
L. H. Booch, St. Louis.
W. G. Mancill, Cisco.
David L. Harris, Dublin.
L. T. Fuller, Calvert.
H. W. Thornhill, Dallas.
A. M. Maloney, Dublin.
G. A. Stuart, Dallas.
J. A. Tarver, Rosebud.
C. L. Trice, Lott.
James G. Blaine, Taylor.
S. D. Davis, Granger.
Geo. L. Miller, New Orleans.
C. B. Spencer, Jr., Marlin.
N. B. Sims, Temple.
H. B. Rutherford, Mount Vernon.
J. H. Boothe, Gonzales.
H. Whitener, Belton.
W. H. Kokernot, Gonzales.
F. B. Wood, Corsicana.
F. M. Thompson, Bonham.
G. W. Woosley, Whitewright.
C. B. Marsh, Hubbard City.
W. T. Finn, Groesbeeck.
O. S. Potter, Waco.
J. L. Rich, Thornton.
H. C. Meyer, Rockdale.
Chas. C Ramsey, Columbus.
Geo. Henne, New Braunfels.
G. N. Austin, Belton.
Theo. Bering, Jr., Houston.
H. Y. Robinson, Huntsville.
W. E. Watkins, Kaufman.
E. Jarvis, Hubbard City.
Lee Clark, Rockdale.
C. R, Stephens, Hutto.
H. H. Ingrahen, Mount Calm.
J. P. Smith, Waco.
T. W. Lake, Fort Worth.
H. S. Wilson, Cleburne.
C. Dickson, Cleburne.
W. McB. Smith, Belton.
A. B. Welch, Bartlett.
J. Desenberg, Mexia.
Townsend Longbottom, Wortham.
J. Allen Myers, Bryan.
W. H. Howard, Lott.
S. L. Erwin, Honey Grove.
J. H. Hancock, Paris.
J. C. Duke, Dallas.
R. P. Lowe, Weatherford.
R. W. Fort, Weatherford.
W. M. Gunnell, Marlin.
John P. Hart, Dallas.
A. L. Smith, Hillsboro.
T. J. Woody, St. Louis.
J. W. Walker, Forney.
F. S. Cronk, Waxahachie.
J. C. Rugel, Mesquite.
J. R. Thompson, Hillsboro.
J. W. McManus, Waxahachie.
T. E. Tomlinson, Hillsboro.
William Enders, St. Louis.
W. H. Miller, Fairfield.

The meeting was called to order on the 28th by W. H. Richardson, who was elected temporary chairman. Charles B. Smith, of Belton, was made temporary secretary, and an address of welcome was made by J. F. Brinkerhoff, who represented the Mayor of Waco. A recess was then taken, after which Chairman Richardson delivered the following address:

ADDRESS OF PRESIDENT RICHARDSON.

We have met for the first time as an organization of retail Hardwaremen. We are driven to this step by recent events in a legal way. We are not in politics, but we are here for business. We are here to assert our rights as citizens and to protest against a recent action of the Railroad Commission, a legally constituted board composed of the servants of you and me. If we have not the manhood to resent this, we should continue to be thus trampled on. When this matter was first suggested I believed it would be presumptuous in me to go to the Commission and ask it to rule on a question regarding interstate rates, and went to Commissioner Storey and showed him a letter I had. His reply was, as I supposed, that the Commission had nothing to do with interstate matters. This is a matter that means money to us. It means 32 cents on a keg of nails and 32 cents on a spool of wire. The Commission found a way out of it. Judge Reagan said it was an agreement between the business men and railroad men. What business men had authority to represent us?

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We can do nothing individually. We had as well try to straddle a Texas broncho and charge Morro Castle with a six-shooter as to sit at home and plead with the Commission. We must go to that body with our organization backed by the consumers of the whole State and demand our rights—not upon bended knee, but with the power that is in us. They say this meeting was inspired by the St. Louis jobbers; that we hadn't the manhood to do this ourselves, but must go to St. Louis to get our inspiration and documents. Gentlemen, I have bared my breast to bullets in years gone by. We are pioneers in this State. We have made civilization possible in Texas, and we must enjoy the fruits of it. We cannot allow our rights to be involved without a protest. We are not subservient to a political body, and we must show it. We must also say where the Hardware dealer begins and ends.

They have robbed us of the buggy business, they have robbed us of the stove business, and now the jobbers and railroads of this State have taken the balance of our rights. Why don't they leave us to the tender mercies of the railroads? We got along all right with them. If there ever was a time for the retail men to act, it is now. The people who are responsible for this move will find out that we can strike back, and we will do it.

At the conclusion of the chairman's address the following gentlemen were appointed a committee on constitution and by-laws: W. E. Watkins, James G. Blaine, C. Dickson, W. McB. Smith, S. L. Erwin. Mr. Richardson was also added to the committee.

A committee on permanent organization was also appointed, consisting of the following gentlemen: T. L. Hollingsworth, R. P. Lowe, T. W. Lake.

At the afternoon session this last committee reported as follows, and the report was adopted, and the gentlemen named declared elected to office for the ensuing year: The officers shall consist of a president, a vice-president, a second vice-president, a secretary, a treasurer and an Executive Committee consisting of five members, together with the president and secretary, and we recommend the following for permanent officers to hold for the ensuing term:

President: W. H. Richardson, of Austin.

Vice-president: J. R. Thompson, of Hillsboro.

Second vice-president: S. L. Erwin, of Honey Grove.

Secretary: C. B. Smith, of Belton.

Treasurer: C. Dickson, of Cleburne.

We further recommend that the president select and appoint five members of this body as its Executive Committee.

Resolved, That we extend a cordial invitation to all legitimate retail Hardware and implement dealers to join this association.

The Committee on Constitution and By-Laws made the following report:

1. The name of the organization shall be the Retail Dealers' Hardware & Implement Association of Texas.

2. The object of this association shall be to promote the interest of and secure the friendly co-operation of the retail Hardware and implement dealers of Texas.

3. Any person, firm or company who is engaged in the retail Hardware or implement business, carrying what is generally conceded to be a full and complete line of Hardware or implements, or Hardware and Implements, shall be eligible to membership in the association, and may by subscribing to this constitution and paying the annual dues, on the recommendation of the Executive Committee.

4. In the election of officers each firm is to have one vote.

5. The annual meetings to be held annually on the third Tuesday in June.

6. An investigating committee to be annually elected, the duty of which is to investigate all complaints.

The by-laws recommended provide that the admission fee to membership be $5 in advance, carrying all dues for the first year; $3 per year thereafter.

The matter was fully discussed and the constitution adopted as presented. The following committees were also appointed:

Executive Committee: R. P. Lowe, of Weatherford; L. T. Fuller, of Calvert; James G. Blaine, of Taylor; H. S. Wilson, of Cleburne; W. E. Watkins, of Kaufman.

Investigating Committee: W. S. Allen, of Calvert; J. W. Walker, of Forney, and A. L. Smith, of Hillsboro.

To draw up a memorial addressed to the Railroad Commission of Texas, stating fully the grievances of the retailers: W. H. Richardson, chairman; W. M. Tatum, J. H. Hancock, W. M. Gunnell, J. R. Thompson, J. W. McManus, J. C. Rugel, J. S. Wilson, T. L. Hollingsworth, S. L. Erwin, H. S. Wilson, H. G. Robinson, Theodore Bering, Jr.; J. H. Boothe, S. D. Davis and W. McB. Smith.

An evening session was given up to the discussion of various subjects, and on convening on the morning following, a resolution was adopted to the effect that all men traveling for Hardware and implement houses would be admitted to membership on the payment of the annual dues, but with no power to vote. The following standing committees were then appointed:

Membership: Theodore Bering, Jr.; J. W. Walker and A. L. Smith.

Transportation: T. L. Hollingsworth, W. S. Allen and Theodore Bering, Jr,

Amusements: J. H. Boothe, H. Y. Robinson and R. W. Foat.

Reception: J. W. McManus, J. C. Rugel and A. L. Smith.

Printing and Badges: T. W. Lake, C. B. Spencer, Jr., and Mr. Steibler.

The Committee on Resolutions made their report as follows, and the resolutions were adopted in full:

THE RESOLUTIONS ADOPTED.

Resolved, That it is hereby made a part of the duties of the Executive Committee of this Association to keep a constant watch upon the proposed rulings of the State Railroad Commission and the tariffs and classifications of the various railroads running into the State, and to take such action as circumstances seem to require to protect the members of this Association, a full report of such action to be made to this Association at its next annual meeting.

Resolved, That whereas we, the retail Hardware and Implement dealers of Texas, by the recent rulings of the Railroad Commission, in effect June 1, are forced to give up certain lines of our business or considerably advance the cost of the same to the consumer, hereby enter our protest against such ruling and ask its immediate repeal and a restoration of the freight rates and classifications in existence prior to that time.

Resolved, That, whereas the Texas consumer is vitally interested in the restoration of former rates and classifications, as well as the retail dealers of the State, the Executive Committee is hereby instructed to prepare and furnish to the members of this Association at as early a date as practicable a petition to the Railroad Commission, asking for a restoration of the rates in force prior to June 1, and that the members of this Association secure signatures to said petition from their respective customers throughout the State, and that the Executive Committee present same to the Commission with as little delay as possible.

Whereas, Under a recent decision of the Court of Criminal Appeals of our State, certain lines of goods which we handle are being brought to the State and peddled out to our people by outside parties without the payment of any occupation tax whatever; and

Whereas, The present occupation tax laws of our State as they now exist and are construed are a gross imposition upon the merchants of our State; therefore be it

Resolved, by this Association, That its Executive Committee be instructed to proceed at once to prepare data and take such steps as may be necessary to secure the enactment of a just and equitable occupation tax law and one which will put a stop to unrestrained piracy in our State.

Resolved, That in case the Railroad Commission of Texas

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fails to repeal Circular No. 619, the Executive Committee of this Association be instructed to prepare and file an appeal with the Interstate Commerce Commission setting forth the injustice and illegality of said Circular No. 619.

Resolved, That the thanks of this Association be extended to the Waco Commercial Club, the railroads, the local and State press, the Mayor of Waco and all others who have extended so many courtesies to this Association.

A memorial to the Railroad Commission of Texas was then adopted in full as follows:

THE MEMORIAL.

WACO, TEXAS, June 29.

To the Honorable Railroad Commission of Texas, Austin, Texas:

GENTLEMEN—The Retail Dealers' Hardware & Implement Association of Texas was organized at Waco, June 28-29, 1898, the officers and Executive Committee for the ensuing year being as follows: President, W. H. Richardson, Sr.; vice-president, J. R. Thompson; second vice-president, S. L. Erwin; secretary, C. B. Smith; treasurer, C. Dickson. Executive Committee, R. P. Lowe of Weatherford, L. T. Fuller of Calvert, James G. Blaine of Taylor, H. S. Wilson of Cleburne and W. E. Watkins of Kaufman. Said Association comprises persons, firms and corporations doing a retail Hardware and implement business in Texas and has now a membership of 110. Among other towns and cities represented by one or more dealers, as members of the Association, are the following: Waco, Hubbard City, Austin, Comanche, Cisco, Dublin, Dallas, Rosebud, Lott, Taylor, Granger, Quanah, Marlin, Temple, Belton, Mount Vernon, Gonzales, Corsicana, Bonham, Whitewright, Sulphur Springs, McKinney, Calvert, Moody, Atlanta, Round Rock, Groesbeeck, Thornton, Columbus, Rockdale, New Braunfels, Houston, Huntsville, Kaufman, Hutto, Mount Calm, Fort Worth, Cleburne, Bartlett, Mexia, Wortham, Bryan, Honey Grove, Mesquite, Waxahachie, Fairfield, Weatherford, Hillsboro and Forney.

At the meeting of the Association referred to above, among others the following resolutions were adopted:

"*Whereas*, Circular No. 619 of May 6, 1898, issued by the Railroad Commission of Texas, changing the classifications upon a number of staple articles handled by the retail Hardware dealers of Texas, seems to have been the result of an agreement entered into between certain railroad officials and jobbers of Texas, and only concurred in by the Railroad Commission, rather than an order issued by said Commission; and

"*Whereas*, The result of said Circular No. 619 has been to make radical advances in interstate freight rates, discontinue mixed carloads permitted in other territories, and thereby increases the cost of such articles as wire, nails, hay bale ties, sheet iron, stoves and hollow ware, tin ware and galvanized iron ware, and other staple articles, not only to the retail dealers of Texas, but to the consumers as well; therefore be it

"*Resolved*, That the Executive Committee of this Association is hereby instructed to prepare and present in the name of this Association a memorial to the Railroad Commission of Texas, requesting the immediate cancellation of said Circular No. 619, and that no similar order be issued in future until after a full and complete hearing of the retail dealers and their customers, the consumers of Texas.

"*Resolved*, That in the event the Railroad Commission refuses to cancel said Circular No. 619 until after a hearing, it be asked to set the earliest date possible for such hearing, and that the Executive Committee of this Association is hereby instructed to prepare and present such evidence as may be needed to show the gross injustice of the present rule."

Based upon the foregoing we, the Executive Committee of the Retail Dealers' Hardware & Implement Association of Texas, respectfully ask:

1. That Circular No. 619, issued by your honorable Commission on May 6, 1898, and made effective by the railroads June 1, 1898, be rescinded and the railroads interested be instructed to restore their rates, rules and classification upon articles named therein to basis in effect prior to June 1, 1898, and that such restoration become effective not later than July 15, 1898.

2. In the event you should decide said Circular No. 619 cannot be canceled without a formal hearing, we respectfully ask that said hearing be set for the earliest possible date it can be legally done, and that this committee be promptly advised of such date. So grievously are we and our customers injured by conditions as now in effect that we cannot afford to permit any greater delay than absolutely required by law.

3. Believing it is the intention of your honorable Commission to treat all interests fairly and equitably, to permit no class to prosper at the expense of another class, and it is your desire to secure full information on subjects that may be presented to you, we know you will waive any lack of legal formality in this petition and will take such prompt action as if presented in legal form.

4. We respectfully request that correspondence on this subject or others wherein the retail Hardware and implement trade of Texas is interested be addressed to the President of this Association, W. H. Richardson, Sr., of Austin, Texas. Respectfully submitted,

R. P. LOWE, Chairman.
J. G. BLAINE, Secretary.
H. S. WILSON,
L. T. FULLER,
Executive Committee.
W. H. RICHARDSON, SR., President.
CHARLES B. SMITH, Secretary.

It was decided that the next annual meeting should be held at Dallas, Texas.

This association places the retail Hardware dealers of Texas in a central and compact organization, and adds one more to the many associations of this character which are performing such able work in the Hardware trade in all parts of the country, and the jobbers of the State already have a successful and effective organization of their own.

Why She Favored Dewey.

Over in Chicago the council has just changed the name of Bissell Street to Dewey Avenue. The fight made for and against the change was long and bitter, and it is said by the Chicago papers the victory for the Deweyites was won principally through the efforts of one woman. As she marched triumphantly out of the council chamber, a friend who knew of her great efforts in the good cause, said, "I didn't know you were such a great admirer of Dewey."

"Oh, I guess the Dewey is a good ship, all right, but they could have named it Simpson, Schlitz or any old thing, for all I cared, just so they changed it."

"But I thought you just wanted to honor Dewey," said her friend in surprise.

"I should say not," responded the other. "What I want is to get that name changed so that every time I speak of the street on which I live I won't think of sweeping day, house cleaning and carpet sweepers. I haven't anything against the Bissell sweeper, but I do object to dragging it all over town with me and having it haunt me whenever I ask a friend to call or order anything sent to the house." Then as the patriotic aldermen who had heard her gasped in amazement, she disappeared down the stairs.—*Chicago Chronicle.*

Our faith in the sobriety of that noble animal, the horse, received a severe shock, when we discovered that the Brooklyn Bridge authorities found it necessary to post a sign that "*loaded* teams must keep to the right."

Oh, the bicyclene is passing fair
And her charms we must admire;
She can ride all day with a tireless air
But not with an airless tire.—*L. A. W. Bulletin.*

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Review of the Markets.

Hardware: The vacation season being in full operation, the sales of general Hardware are of but little significance. Most of the large buyers contemplating the possibility of fall trade, are going through their stocks and making preparations for what will doubtless be the most encouraging season's trade that has been at the command of jobbers and manufacturers in many years.

While war conditions will prevail for many months yet, the prestige given the United States in the successful prosecution of the present campaign, will be of immense benefit to us as producers, and create a feeling of confidence in our ability in fields of national effort that will be felt for many years to come. It will behoove our merchants to profit by the lessons of the spring trade, when supplementary demands on the manufacturers were met by short supplies, and many sales were lost by lack of goods. Early orders based on confidence in future business should prove the rule, that manufacturers may know what is required of them, and take the necessary steps to supply promptly every item needed under the pressure of an unprecedented demand, for the coming season begins with every promise of unusual commercial importance.

Wire Nails: But little if any change in the quiet conditions surrounding the wire nail market, has been noticeable since our previous issue; but little impetus has been felt in the usual amount of traffic relied on to keep in a state of progress during midsummer. Semi-annual readjustments of stock are taking place, and a better demand may be anticipated in the early future for this important line, in a general reassorting of current stock requirements. The market is represented as being steady and firmly held at the quotation of $1.35 f. o. b. factory, Pittsburg or Cleveland, applying to carload lots to retail buyers, larger specifications for the jobbing trade meeting with the usual slight concession for the increased quantity. Business being reported very moderate, New York prices are as previously given: Carload lots on dock, $1.45; smaller lots from store, $1.55.

Cut Nails: Business in this line is devoid of interest, and but slow in its transactions. Prices remain as quoted previously for nails delivered in New York. Carload lots on dock, $1.20 base; smaller lots from store, $1.30. At these quotations business is held firmly, transactions being limited.

Copper Rivets and Burrs: U. T Hungerford, No. 121 Worth Street, New York, the representative of the principal manufacturers of copper rivets and burrs, has issued, dated July 1st, the following revised price list, which is subject to a discount of 50 per cent, on rivets and burrs and 40 per cent. on burrs only. Terms 60 days or 2 per cent. discount for cash in 10 days, with freight allowance of ½ cent per per pound on the net weight of goods, f. o. b. factory or New York:

COPPER HOSE AND BELT RIVETS AND BURRS.

Numbers	3 to 7 incl.	8	9	10	11	12	13	14	15
	Cents per pound.								
In bulk	49	50	52	54	56	58	60	65	70
Uniform lengths, packed in 1 or 4 pound boxes.	49	50	52	54	56	58	60	65	70
Uniform lengths, packed in ½ or ¼ pound boxes.	52	53	55	57	59	61	63	68	73
Uniform lengths, packed in ⅛-pound boxes.	55	56	58	60	62	64	66	71	76
Assorted lengths, ⅜ to ¾ inch, packed in 1-pound boxes	52	53	55	57	59	61	63	68	73
Assorted lengths, ⅜ to ¾ inch, packed in ½ or ¼ pound boxes	55	56	58	60	62	64	66	71	76
Assorted lengths, ⅜ to ¾ inch packed in ⅛-pound boxes	57	58	60	62	64	66	68	73	78

Tinning Rivets or Burrs net additional 2 cents per pound.

Coil Chain: The trade in this department of heavy Hardware shows but little signs of improvement at the present time, but prices are favorable for future transactions and a good fall and winter demand is anticipated. James McKay & Co., Pittsburg, Pa., send quotations as follows: for large specifications, subject to the usual advance for more limited quantities:

PROOF COIL CHAIN.

Size	3-16	¼	5-16	⅜	7-16	½	9-16
Price in car load lots	5 75	4.00	3.00	2.65	2.50	2.40	2 30
Price 1000 lbs. or over (each size)	6 00	4.25	3.25	2.90	2.75	2.65	2 55

Size	⅝ & 11-16	¾ & 13-16	⅞ & 15-16	1 & 1 1-16	1⅛	1¼ to 1⅜
Price in car load lots	2.20	2 15	2.10	2.05	2.00	2.00
Price 1000 lbs. or over (each size)	2 45	2.40	2.35	2.30	2.25	2.25

Extras above Coil Chain prices.

B. B Crane Chain ..... ¼ cent per pound.
B B. B. Crane Chain ..... 2½ " " "
Crown Crane or Dredge Chain. ..... 4¼ " " "

Prices on steel and stud chain quoted on application. They do not make coil chain over one inch. For twist link chain 3-16, ¼, 5-16, ⅜, 7-16, add 20 cents per cwt. For coil log chains add 25 cents per cwt. Freight allowed to New York. Proof coil chain will always be sent self-colored unless ordered blacked, and other grades will be sent blacked unless ordered self-colored. For dimensions of links, weight per foot, tests, etc., see catalogue. Terms, 30 days net cash. Prices subject to change without notice.

Sheet Lead, Lead Pipe, ete.: The prices on lead products, owing to present conditions in the metal trade, have been advanced as follows, under date of June 28th:

Sheet Lead..... 7 cents per pound.
Lead Pipe ..... 6 " " "
Tin Lined Lead Pipe..... 12½ " " "
Block Tin Pipe..... 22 " " "

Prices are subject to the customary trade discount of 20 per cent.

Cordage: The usual dullness as affecting summer trade, has called a halt on advancing prices, and the conditions of the market are the same as given in our previous issue as affecting present quotations, the following carload prices being still fairly well sustained, smaller quantities being held at the usual advance:

Manila, 7-16 inch and larger ..... per pound, 10¼ cents.
" ⅜ inch ..... " 10¼ "
" ¼ and 5-16 inch. ..... " 11¼ "
Sisal, 7-16 inch and larger..... " 9¼ "
" ⅜ inch ..... " 9¼ "
" ¼ and 5-16 inch..... " 10¼ "

Binder Twine: The waning of the season creating a lessening demand, has had the effect of keeping the market on binder twine in the firm condition noted in our previous issue, but without continuing the advancing quotations formerly prevailing. We quote as follows for carload lots, f. o. b. Eastern factories, with the usual advance for smaller quantities:

White Sisal, 500 feet to the pound ..... per pound, 12 cents.
Standard, 500 feet to the pound..... " 12 "
Manila, 550 feet to the pound..... " 13 "
Pure Manila, 650 feet to the pound... ..... " 14 "
Travers Ex. Hemp, 500 feet to the pound ... " 9 "

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of June 28th, quote as follows: In lots of less than 5 barrels, 42 cents per gallon; in lots of 5 barrels or more 41 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CLEVELAND TRADE.

The ambition for bigness is a disease that men commencing business are peculiarly liable to and that older business men are sometimes afflicted with, greatly to the detriment of themselves and others.

The business of a section, State or nation becomes Leiterized by it. A man should be sure that he is larger than his business, and try to keep so. The desire to be esteemed a large dealer has inflated and engulfed many men.

Contentment and happiness, as well as success in business, requires that one be satisfied to *be*, and not *seem*. Small beginnings where experience is lacking is much the safest, letting experience and business grow together. Frequent and small purchases are recommended; ambition to succeed should smother ambition for bigness. To over-

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buy for the sake of reduced price is a habit often urged and should be avoided.

No jobber who has any interest in the success of his customer will attempt to induce over-purchases. To nag a purchaser because his orders are for a small amount is a good excuse for changing houses.

Nearly all the men of wealth commenced in a small way, while hundreds have been wrecked by ambition for early bigness. Investments outside of one's business, while the money is needed in the business, is a danger to which all business men have many invitations.

Do not be tempted by any "ground floor" plan offers until you have a surplus not needed in your business, and then it is safer to seek your own investments.

Since it must be so for a large majority, it is well to be content in the middle class. Happiness is most likely to be found there. The elation of success, and despair from failure of speculation tend to impair business ability.

Everything indicates that it will pay in the next few years to give exclusive attention to the business one has in hand, that all the ability and resources can be properly employed, and the steadily increasing prosperity promises ample compensation.

The following business rules should be observed by all houses who would command the respect of manufacturers:

1st. Goods sent according to order must not be returned without consent of seller.

2d. Any claim for damage to goods received while in transit, must be made upon the transportation company and not upon the shippers, which responsibility ceases when the goods are delivered to the transportation company.

3d. Traveling salesmen may investigate and report upon claims against the house, but are not authorized to make any settlement without special instructions.

4th. No contract for the purchase or sale of goods can be cancelled without the consent of both parties.

Orders from traveling salesmen begin to show that the dull season is approaching. July, as usual, will be spent in recreation and planning for the fall campaign.

The increasing dullness in the price of iron and steel is an anomaly not easily explained. With an unusually large demand, the price is weak and tends to decline. Never in the history of lake navigation was the outlook so discouraging; notwithstanding these conditions, trade for the first half of the year has been very satisfactory.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE OMAHA TRADE.

There appears to be considerable activity in the Hardware market, and one peculiar feature of it is that in spite of a large and active demand for goods, there appears to be no disposition to advance prices in the least. Manufacturers complain of the small margin on which their business is handled, and in some cases, complaint is made that the returns are not sufficient to earn an interest on the invested capital, and yet in spite of the large movement on goods, it appears to be a practical impossibility to get more money for goods. The trade on season goods has been unusually active, and on barbed wire there has been a large demand, most of which has been used for fencing cattle ranches throughout the Western territories. Wire cloth, steel goods, and screen doors, have been in active demand and somewhat scarce. Binder twine has also been in large demand, and while no great scarcity exists, the rapid advance in price has, undoubtedly, to some extent, stimulated the demand. Many dealers have made a very handsome thing out of the advance on twine, and others, unfortunately, have taken early orders in excess of their purchases. On his account, they are losers rather than gainers on the advance. Collections are good. RECTOR & WILHELMY CO.

THE PITTSBURG TRADE.

The glorious war news of the glorious Fourth eclipses everything else for the time being. We sincerely hope bloodshed will soon be over and that peace will reign, with the results accomplished for which we entered upon this war. That our country will emerge with honor and increased respect from the European nations seems assured. That our maritime power both in navy and mercantile marine will be greatly increased seems also assured. If the most sanguine are correct we will enter upon a new era of expansion and enlarged commercial prosperity beyond our largest dreams.

Locally a good business is doing for this season, mills well employed and merchants busy. Season goods are well sold out, vacations are in order this month and preparations making for the opening of Fall trade in August.

LOGAN-GREGG HARDWARE CO.

THE BIRMINGHAM TRADE.

Our June trade was above the average, and we feel encouraged to anticipate a good trade the coming months.

The most important event in the business world for our city is the definite announcement that the organization of the Alabama Steel & Ship Building Co. has been completed, and that work will proceed upon it at once. We anticipate that this will, in a few years, add not less than 25,000 population to our district. This will make it easy to get other plants which will come to work up much of the raw materials, and make this a centre for steel and iron and their products.

The first of July is the beginning of new contracts with the laborers, and we are glad to note that all is harmonious between labor and capital and that a general advance in wages has been made, which will give an increased pay-roll

(*Continued on page 36.*)



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Time saved is money saved.

Mechanics save time by using

ARCADE FILES

And we stand back of this statement with an offer to refund the money for any ARCADE FILES that do not cut faster and wear longer than any other make. Send us a sample order on the above basis, no matter if it is small—we will appreciate it.



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The Arcade File Works.

See that key? It took me two hours to fit it with a —— file. The same job I'm doing now in half an hour with an Arcade.

The Arcade File Works,

NEW YORK:
97 CHAMBERS ST.

Established 1842.

CHICAGO:
118 LAKE STREET.

Works: ANDERSON, IND.

Samuel W. Allerton, President. Courtlandt C. Clarke, Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

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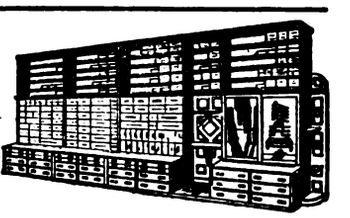
Model Hardware Store!

Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO, Chicago.





Other Tools are Very Good Tools

But "YANKEE" TOOLS Are Better.



"Yankee" Spiral-Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM. Descriptive Circulars to be had of

North Bros. Mfg. Co., Philadelphia, Pa.

(*Continued from page 34.*)

and result in the distribution of more money throughout the district, and which we accept as an evidence of more prosperous times.

The news from the seat of war continues good and makes the result more certain and the end closer at hand, and when the sword has been laid aside, we will have learned many valuable lessons and be prepared for a new era of greater activity.

We take courage and press on to greater achievements.

MOORE & HANDLEY HARDWARE CO.

THE PORTLAND TRADE.

Business continues to show a healthy increase. Seasonable goods are having an unusual sale, and in some instances are hard to get, manufacturers being all sold out.

The season is very favorable to harvesting the hay crop, which is very abundant, and our farmers are proportionately good natured. Every kind of vegetation is growing finely.

Our orchards have been infested with canker worms, but it is not thought it will seriously affect the fruit crop.

THE EMERY-WATERHOUSE CO.

THE DAVENPORT TRADE.

There are now some two thousand to twenty-five hundred workmen employed at the United States Arsenal here, with a monthly pay roll of one hundred and twenty-five to one hundred and fifty thousand dollars. Our other factories are running full time. The crop prospects could not be better. Weather delightful, and all of these things conspire to give Davenport an air of prosperity seldom seen in mid-summer.

The most remarkable event in trade has been the rapid changes and always advancing prices of rope and binder twine. Sales in these goods have been large and have increased the sales footings far above an average for the month of June for many years. The season for selling barb wire has passed and there is very little demand for nails at the decline in price of five cents per keg. Collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE ALBANY TRADE.

With "Old Sol" and "Humidity" doing their level best to drive men away from business promptly on July 1st, to seek inviting retreats not invaded by commercial travelers or trade papers, the "Stay-at-homes" are expected to furnish information regarding the state of trade of late in their respective territories.

The war is being so successfully handled in true American style by our gallant army and navy (even now to the satisfaction of some captious newspaper man) as to take all care and anxiety from the mind of the patient Hardwareman who can now calmly look back and review his business for the first half of the year 1898.

The results may be quite safely stated as increased business in most lines, a falling off in nails and wire fencing and a slightly increased percentage of profits, on the whole very satisfactory as compared with the corresponding months of 1897.

Trade has been remarkable in "season goods"—scythes, snaths and hay tools are entirely wiped out of the jobbers' hands, even to "leftovers" of a decade past on which good prices have been realized. Lawn mowers and ice cream freezers have had a heavy call, and hand and machine implements for cutting and breaking ice which now have an important place in the Hardware store, have had an unprecedented sale, together with fruit presses, berry hullers, etc.

Cut nails appear to be toning up a little in price and begin to show some increase in sales. Wire nails are suffering

STUBS' TOOLS.

FRENCH FILES & RASPS.

S. J. ADDIS' LONDON CARVING TOOLS.

HAMMACHER, SCHLEMMER & CO.

DIRECT IMPORTERS

209 BOWERY NEW YORK.

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"PERFECT," 25c. "STAR," 10c.



The Best Oiler in the World.



Second only to the "Perfect."

"LEADER," 10c. "GEM," 7c.





The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
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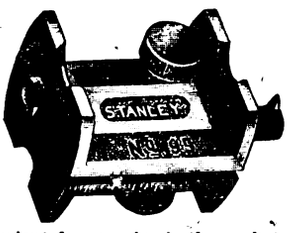
IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

STANLEY'S
IMPROVED BUTT GAUGE.

A Metallic Butt Gauge, having one bar with two steel cutters fixed upon it. When the cutter at the outer end of this bar is set for gauging on the edge of the door, the cutter at the inner end of the bar is already set for gauging from the back of the jamb. The other bar has a steel cutter to accurately gauge for the thickness of the butt.



The form of this Tool is convenient for carrying in the pocket. It is so constructed that the bars cannot fall out of the stock

No. 95. Nickel-plated Butt Gauge, one in a box, $0.75

slightly from the disturbance caused by irregular prices in a certain quarter where capacity is yet an unknown quantity, but it appears to be sufficient to check the firmer prices and large purchases that the consolidation was expected to bring about.

Activity is beginning to materialize in sheet iron, coal hods, stove boards and elbows for fall trade. Low prices are the rule, and no doubt astonish to quite an extent many buyers. Horse shoes and horse nails, which have excellent sales at this time of year, are moving rapidly and with lively competion on favorite brands.

Indications in all lines point to a large volume of trade for the coming season, and no doubt many houses are buying very freely.

Collections in this section are reported to be excellent. Many who have said to be somewhat slow in the past, having "squared up" very punctually just before July 1st.

With such encouraging conditions, vacations can be undertaken by the hard-working Hardwareman with keener relish of anticipated enjoyment.

ALBANY HARDWARE & IRON CO.

THE GRAPHITE TRADE.

With reports from the commercial agencies relative to business, that no one, even in the hottest weather, should find fault with; with exhilarating news, and with sales and outlooks in one's own business especially invigorating, there is no reason why we should worry about business, and every reason why we should sit around on our barrel heads, nail kegs, chairs and soap boxes, and talk over business matters in a social and sociable way.

We think that *Hardware* is quite a paper, and that very likely much good may come by carefully and freely discussing matters therein mentioned, even if we do not settle any special question.

Salesmen are like soldiers. It needs the most rigid discipline to hold them in, and we do not believe that even if the principals and proprietors should agree as to when salesmen should call, that it will prevent salesmen from occasionally slipping ahead of their towns or doing their best to get ahead of rival salesmen. We ourselves occa sionally take our salesmen in hand and accuse them of being on the side of the jobber and dealer rather than on our side and in a naive way they give us to understand that it is the jobber and dealer that it pays them to tie up to; that in

THERE IS REAL ECONOMY

as well as real comfort in the use of a first class bicycle. . . .

... GET OUR CATALOGUE....

Repair shops are expensive as well as annoying. You will do better by

Buying an Iver Johnson

Which needs no repairs.

Iver Johnson, $50 to $85 Fitchburg, $40

HONEST CYCLES AT HONEST PRICES.

N. B.—We also make fine Firearms...

SEND FOR CIRCULAR.

Branches.
NEW YORK: 99 Chambers St.
BOSTON: 408 Washington St.
WORCESTER: 364 Main St.

Iver Johnson's Arms & Cycle Works
FITCHBURG, MASS.

SUBSTANTIAL REDUCTION IN PRICES
—OF—
GOSHEN SWEEPER CO.'S
Full Line of
High-Grade-Sweepers.



Sole Manufacturers of the . . . .
CELEBRATED CAM ACTION.
. . . . Also a full line of
Broom Action Sweepers.

Every Sweeper bearing the name GOSHEN Guaranteed. Write us for new prices before placing your order elsewhere.

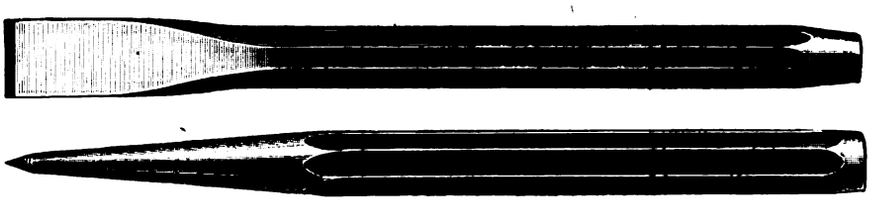
GOSHEN SWEEPER CO.,
GRAND RAPIDS, MICH.

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SNELL MANUFACTURING COMPANY, FISKDALE, MASS.

Manufacturers of HIGH GRADE CARPENTERS' TOOLS,

Countersinks, Screw Driver Bits, Nail Sets, Cold Chisels, Tinners' Punches.



AGENTS:

John H. Graham & Co., 113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co., 94 CHAMBERS ST., NEW YORK.

THE CHANCE OF A LIFETIME.

A company already organized, standing well in the community and doing a successful business, being desirous of greatly extending their field of usefulness by increasing sales, are willing to dispose of an interest to several salesmen of sufficient calibre to guarantee new business. . . . . .

The company already have in their possession a stock of Cutlery valued at $40,000, consisting of Pocket Knives, Scissors, Shears, Razors and Razor Strops, etc., including the finest line of Manicure Goods in the market, and numerous Specialties of kindred importance. All of this stock was purchased under the old tariff, well selected by expert buyers, every pattern possessing selling merit.

Traveling salesmen with experience able to purchase an interest in this lucrative business and continue on the road in the employ of the company, will find this an opportunity for investment of rare occurrence. Address, giving own name, and references,

ALPHA & OMEGA,
Care "Hardware," No. 143 Chambers St., New York City.

reality it is their customers that pay the salary, even if it does come from the Dixon Co.; that if they did not keep on the right side of their customers, they would not get the trade, and if they did not get the trade the Dixon Co. would not want them, all of which is very likely true. Therefore, it will ever be the motto of the salesmen to hustle for all of the trade in sight and to break all strings that tie him, if he possibly can do so.

It is, indeed, as the King Hardware Co. puts it, "a survival of the fittest," and no salesman will keep "off his neighbor's grass" if there is anything to be gained by going thereon. JOSEPH DIXON CRUCIBLE CO.

"'Twixt Love and Honor."

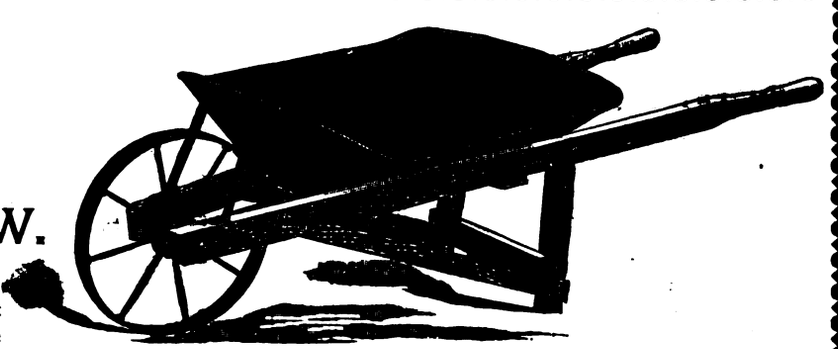
The Cleveland Stone Co., Cleveland, Ohio, seem to have a faculty for turning out first-class work in every department of production. This applies not only to their quarries and stone-yards, but also to their artistic and advertising departments. These two departments are grouped together, because all the advertising matter which they send the trade is artistic in the highest degree, and fetching in every sense of the word. The latest production is in the form of a hanger entitled "'Twixt Love and Honor," showing the state of mind in which the young business man finds himself to-day when deliberating between the emoluments of business life and the patriotic demands of his country. The centre-piece is devoted to both the cavalry and infantry arms of the government service, where two stalwart specimens of young America are side by side, one of whom is astride a noble war charger, and the other carrying a gun. On one hand is Cuba and on the other the office desk, and the state of mind in which the boys find themselves has been most graphically illustrated. Surrounding this centre-piece in colors are views of the yards and products of the Cleveland Stone Co. Underneath it all is this sentiment: "'Twixt Love and Honor. Whatever the decision, there will be enough of us left to assure for your orders the same care, quality and promptness as of yore."

In a circular letter recently issued by the company, we also find these stirring words: "This is the season of hurrahs and hot-shot. American grit is everywhere showing to advantage, and as we personally own whole quantities of it, our commissary department is well worth reconnoitering. Our strategy board has mobilized great quantities of carefully selected grindstones, which are now thoroughly dried and seasoned. In this condition any defects in texture or firmness are easily detected, and we are in a position to guarantee perfect goods and prompt delivery. whether the orders come in squads or squadrons."

The July meeting of the New England Hardware Dealers' Association will take the form of an excursion to Hotel Nantasket, Nantasket Beach, on Wednesday, July 13th. Dinner will be served on the arrival of the boat, at 1:30 P.M., and the return to Boston will be made in the evening. All the arrangements are in the hands of a committee consisting of D. Fletcher Barber, George J. Mulhall and John C. Holden.

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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TROJAN BOX STRAP

Something New, Bright and Clean. Free from a Wire Edge.

Continuous Strip 300 feet. **NO RIVETS.** *Others on the market are weaker by being riveted every eight or ten feet.*



Soft Steel Strap allows a nail to be driven anywhere. Made in such a manner that the Bosses protect the heads of nails.
Packed in cases of 20 coils of 300 feet each, on individual hangers or one iron floor stand gratis. ½, ⅜, ¾, and 1 inch in width.

Write for Samples and Prices.

De Haven Mfg. Co.,

50 to 54 COLUMBIA HEIGHTS, - BROOKLYN, N. Y.

UNTIL JULY 20th

We will send, postpaid, for **$3.50**

Thomas Hardware and Kindred Trades Reference Book.

This directory is just issued; and after the above date will sell for $5.00. It comprises, in nearly 60,000 names, the wholesale and retail Hardware Dealers, Cutlery Dealers, Agricultural Implement Dealers; Stove, Tinware and House-Furnishing Goods Dealers; Firearms, Sporting Goods, and Fishing Tackle Dealers. . . . .

This list is especially designed for circularizing, by giving the street numbers in cities, and the ratings in each case. . . . . .

To those accepting this offer, the Thomas Publishing Co., publishers of this work, agree to send the changes throughout the year; and to refund postage losses, incurred through incorrect addresses.

ADDRESS

HARDWARE PUBLISHING CO., 143 CHAMBERS STREET. NEW YORK CITY.

NICKEL PLATING

LACQUERS, CYANIDE POTASH, NICKEL SALTS.

ESTAB. 1820. INCOR. 1891.
THE HANSON & VAN WINKLE Co.
OFFICE NEWARK, AND WORKS N.J., U.S.A.
NEW YORK. CHICAGO.

TRIPOLI, ROUGE, BUFFS, & C.

OUTFITS

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Delray, Mich.—The Delray Hardware Co. have opened store on River Street. They are successors to E. M. Alexander & Son.

Mariposa, Cal. — C. E. Kocher, Hardware, stoves, etc., has opened new store at Merced.

Quincy, Mich.—A. L. Lytle, Hardware, will open store.

Salt Lake, Utah.—Mayor Boyle, who has decided to engage in the Hardware business, has taken the room on Washington Avenue formerly occupied by the Boston meat market.

Urbana, Ohio.—Howard Townsend.

Changes and Improvements.

Alvin, Tex.—Pridman & Kimmins, Hardware, have dissolved partnership, J. R. Kimmins purchasing the interest of J. T. Pridman.

Beemer, Neb.—Mr. Middlestead, of Norfolk, has opened a branch Hardware store here with Frank Prawitz, of Wisner, as manager.

Bel Air, Md.— T. J. Price, Hardware dealer, trading as R. H. Gorsuch & Co., has erected a new store building, 72x18 feet, with cellar, including vaulted pavements and glass front, that gives him three times the floor and wall space of the old building.

Bridgewater, S. D.—Wm. Savage, Hardware, reported sold to Meek & Scott.

Calman, Iowa.—Megorden Bros., Hardware, etc., succeeded by J. D. Becker.

Clearwater, Neb.—G. W. Rankin, Hardware, succeeded by J. H. Smith.

Chattanooga, Tenn.—F. H. Woodworth & Co. have established a branch store at Chickamauga Park near the Dyer House, where they are carrying a full stock of Hardware, tinware and general military camp supplies. The firm, on account of the immense trade they have received from the army, found it necessary to establish this branch store.

Columbus, Wis.—The Hardware business of the late G. C. Stevens has been purchased by L. Berdoll, of this city, and Wm. Radtke, of Watertown, the style of the new firm to be Berdoll & Radtke.

Detroit, Mich. — Jacob Darmstaetter & Co., Hardware, reported to have sold out.

Devils Lake, N. D.—T. A. Galbraith, Hardware, succeeded by B. S. Estes.

Elkin, N. C.—Hubbard & Roth have sold their stock of Hardware, implements, etc., to the Elkin Hardware Co. E. F. McNeer and Will. M. Bill are the members of the new firm.

Eureka, Kan.—H. L. Stoddard, Hardware, sporting goods, etc., has been succeeded by M. Evans.

High Springs, Fla.—Ira J. Carter, Hardware, sold to Higdon Bros.

Johnstown, Pa. — G. Bantly, dealer in Hardware and builders' supplies, has moved from No. 134 Clinton Street to his new store, corner of Main, Bedford and Levergood Streets, where he has six times the floor space he had in the old store. He has added stoves and ranges to his line.

Kensett, Iowa.—Eckert & Williams have sold their Hardware store to Arndts & Sayre.

Lorimor, Iowa.—Jackson Hardware Co., Hardware and agricultural implements, succeeded by J. H. Parks.

Marshall, Mich.—Cook Bros., Hardware, stock has been purchased by Leedle Bros., of Fowlerville, who is now in possession.

McDonough, Ga.—McDonough Hardware Co., succeeded by C. W. Strobhar under same style.

Milwaukee, Wis.—The Mathews Sporting Goods Co. have sold out to Skidmores.

Northville, N. Y.—Wilson & Ressequie, Hardware, succeeded by C B. Ressequie.

Oblong, Ill.—Bottenfield & Bottenfield, Hardware, etc., succeeded by W. R. Bottenfield.

Rantoul, Ill.—Crane & Gulick have sold their Hardware store to Frank M. Connor for $3750 cash.

Rose Hill, Iowa.—L. M. Bacon, Hardware, has sold his business to Archibald Wymore.

San Antonio, Tex.—A. Heusinger, Hardware, stoves, etc., has sold and transferred his stock of goods to the Heusinger-Basse Hardware Co.

San Pedro, Cal.—B. B. Brentner & Co., Hardware, reported sold to John Lloyd.

Shelby, N. C.—C. H. Shull has sold his Hardware store to A. C. Miller, and Mr. Miller in turn sold the entire stock to T. K. Barnett within a few hours.

Snyder, Neb. — Wolsleger & Eckroat, Hardware, agricultural implements, etc., succeeded by W. J. Wolsleger.

Sparta, Wis.—Simpson & Schmidt, Hardware, succeeded by C. E. Simpson.

Springfield, Mass.—The Victor Sporting Goods Co. have begun moving from Chicopee Falls to the new quarters on Lyman Street in this city.

Stark, Kan.—J. A. Lowe, Hardware, etc., reported to have sold out.

St. Petersburg, Fla.—J. R. Morse, Hardware, etc., sold to Stoner & Son.

Utica, N. Y.—McLean & Frey, stoves, etc., succeeded by C. S. McLean & Co.

Westchester, N. Y.— Bowne & Ferris, Hardware, etc., out of business.

West Concord, Minn.—Charlton & Wright, Hardware and agricultural implements, succeeded in Hardware by J. L. Brink.

West Superior, Wis.—Monck & Relihan, Hardware, succeeded by B. L. Monck.

Yale, Mich.—The Hutton Hardware Co. has been removed to the McKenna Block.

Business Embarrassments.

Brockton, Mass.—C. C. Keith, Hardware, reported to have made an assignment.

Boston, Mass.—J. P. Wescott & Co., Hardware, reported to have gone into voluntary bankruptcy.

Canton, Ohio.—Barber Bros., proprietor of the Racket store here, assigned recently for about $12,000, with preferred creditors for $10,000, naming R. W. Mosby assignee. The assets are said to be $5000.

Holton, Kan.—W. D. Green, Hardware dealer, has made an assignment to J. F. Purvis. The total liabilities amount to $7087.44

Weimar, Tex.—A. F. Rose, dealer in Hardware, etc., has made an assignment, naming Albert Rose as assignee.

Burglaries in Hardware Stores.

Alma Centre, Minn. — Ringrose & Co., $150.

Butte City, Mont.—Butte Hardware store, $300.

Centreville, Iowa.—Goss & Sons, $250.

Clio, Mich.—Deyo Hardware store, $84.

Dresden, Mo.—W. E. Steele, cutlery.

Detroit, Minn.—John H. Smith & Co., $100.

Intercourse, Pa. — Hostetter & Hill, cutlery.

Lanes, Ill.—Lane & Davison, revolvers.

Lawrence, Kan.—The O'Brien Hardware store, burglarized, and a quantity of goods stolen.

Leaf River, Ill.—P. T. Sprecker, $30.

Lehighton, Pa. — Lehigh Coal & Hardware Co., $150.

Toledo, Ohio.—Biddle & Buzzards, small loss.

Recent Fires.

Altoona, Pa.—J. S. Waltz, damaged by fire at a loss of $1500.

Charlotte, Iowa.—G. P. Gollman's Hardware store has been destroyed by fire.

Dana, Iowa.—Siggels' Hardware store has been destroyed by fire.

Deshler, Ohio.—Warner & O'Dell's Hardware store destroyed by fire.

Halifax, N. S. — The Hardware and chandlery establishment of Crowell Bros. has been badly damaged by fire. The loss is estimated at about $15,000, partially insured.

Park City, Utah.—Charles A. Tewksberry, Hardware, destroyed by fire; insured for $1700.

Portage la Prairie, Man.—A. B. Ashdown's Hardware store has been damaged by fire to the extent of $3000.

Pulaski, Iowa.—O. E. Ten Eyck, Hardware and agricultural implements, damaged by fire at a loss of $4400; insured for $6000.

Millville, N. J.—A. Branduff's Hardware store, damaged by fire.

Quincy, Mass.—G. B. Bates' Hardware store has been damaged by fire to the extent of $3000.

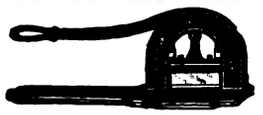
Wellsboro, Pa. — Webster's Hardware store has been destroyed by fire.

Winnipeg, Man.—The warehouse of Geo. D. Wood & Co., wholesale Hardware merchants, has been damaged by fire. The loss will be several thousand dollars, principally by water. The place was fully insured.

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Measuring Faucet.


Tobacco Cutter.

We Make Faucets

That measure a pint, a quart or a gallon accurately. A Barrel Drainer that adjusts automatically to fit in the bunghole. No bung borers needed and no molasses wasted. Coffee, Spice and Drug Mills that grind as you like it. Draw Cut Tobacco Cutters that do not squeeze through, but cut with ease. Our goods are second to none. All are fully warranted. Send for Catalogue to

NATIONAL SPECIALTY MFG. CO.

Lehigh Ave. and Third St. - PHILADELPHIA, PA.


No. 3 Mill.



No. 1 Mill.

HARDWARE DEALERS SELLING BICYCLES

Are making a pleasant and profitable addition to their business. More Hardware Dealers are selling **"Imperials"** as a side line than any other class of merchants, and WHY?

"Imperial Wheels" The Go-Lightly Kind

Registered Trade Mark.

are easy to sell—easy to ride. They give satisfaction and please the riders. **"Imperials"** list this season at

$50, $40 AND $30.

Highest Standard maintained in Workmanship, Material and Finish. They are bound to be Money Makers for any Dealer. *WRITE FOR TERMS AND DISCOUNTS.*

AMES & FROST COMPANY, CHICAGO.

Our Covers are the most attractive ever presented for Catalogues, Booklet, etc. The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.
NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U. S. A.



COVERT MFG. CO.,
WEST TROY, N. Y.
Derby Snap,
With Plated, Rust Proof and Guarded Spring. . . .
"The latest and best."
For sale by Jobbers at Manfrs. prices.

Kearney & Foot Co.

Manufacturers of the
100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

SEND FOR CATALOGUE AND PRICES.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., Allegheny, Pa.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Bridgeport, Conn.—The Union Metallic Cartridge Co. are building a one-story brick structure as an addition to their factory. The new building will be 186 feet long and 18 feet wide and will be built of fireproof material. It will be used as a storeroom, as the space taken up by stock in some of the other buildings is required for manufacturing purposes.

Buchanan, Mich.—The machinery of the Michigan Cutlery Co.'s factory is being packed for removal to Fremont, Ohio. They contemplate leaving the first of July.

Charleston, W. Va.—The West Virginia Grubber & Tool Co. has been chartered. The principal offices will be in Charleston. Capital stock, $100,000. Incorporators: G. W. Atkinson, W. S. Laidley, H. C. McWhorter, J. A. de Gruyter and Fred Gardner, all of this city.

Cleveland, Ohio.—The Cleveland Ball & Screw Co. was incorporated recently by Leo. Mayer, Wm. Greenbaum, Henry F. Klein, H. Franke, F. G. Caldwell, Sol. Bamberger, T. Epstein and G. J. Bailey. Capital, $10,000.

Columbus, Ga.—W. H. Young will establish a plant for the manufacture of terracotta sewer pipe, drain pipe, etc. Equipment of machinery is now being negotiated for.

Detroit, Mich.—The Detroit Air Brake Co., Ltd., was incorporated recently. Capital, $100,000.

Kansas City, Mo.—The Home Comfort Sad Iron Co. have filed articles of incorporation with the recorder of deeds in the sum of $30,000. The stockholders are: Charles E. Jordan, M. J. Cordray, John C. Cruikshank, B. C. Smith and A. E. Cordray.

Louisville, Ky.—Falls Chain Works, manufacturers, moved to Jeffersonville, Ind.

Montreal, Can.—The Montreal Hardware Mfg. Co. has been incorporated with C. E. Delorme as manager.

New Haven, Conn. — The Henry G. Thompson & Son Co. has been incorporated to manufacture saws.

Richmond, Va.—The Virginia Mfg. Co. has been incorporated, with capital stock of $150,000, to conduct machinery works, deal in machinery, etc.: R. A. Lancaster, president; Wm. H. Lucke, secretary-treasurer; W. H. Palmer, Clay Drewry, R. A. Lancaster and Wm. H. Lucke, of Richmond, and Percy L. Block and J. E. Mastin, of New York, directors. The company succeed Talbott & Sons' Co.

Changes and Improvements.

Peekskill, N. Y.— The Peekskill Stove Works have been sold to the William M. Crane Co. This has been one of Peekskill's largest foundries for the last thirty years, and was formerly known as the Montross & Lent foundry. The new company was formed recently with $250,000 capital, $200,000 being paid in. The officers are: President, William M. Crane; vice-president, Charles F. Terhune, both of New York City; secretary and treasurer, George H. Warner, Roselle, N. J., and Charles D. Shepard, superintendent, Peekskill. The William H. Crane Co. have purchased the complete stock, plant, books and accounts of the stove works, and have taken possession. The purchase price is withheld. Mrs. Sarah E. Lent, the widow of Cornelius C. Lent, former president of the stove works, retains control of the real estate.

Changes and Improvements.

Albany, N. Y.—Nelson Lyon and Edward J. Scopes, who jointly manufactured and sold a patent egg-beater, at No. 52 Green Street, have dissolved partnership.

Ashland, Ky.—The Ashland Steel Co. have now under construction as an addition to their large Bessemer steel plant a wire rod mill (Garrett type) of 350 tons capacity daily, also wire drawing plant and continuous train for making sheet and tin-plate bars. All the machinery has been contracted for.

Buffalo, N. Y.—The name of the McKinnon Dash & Hardware Co. has been changed to McKinnon Dash Co. The company have manufacturing plants at Buffalo, N. Y.; Troy, Ohio; Cincinnati, Ohio; Syracuse, N. Y., and St. Catherines, Ont. They are manufacturers of carriages, dashes, fenders, roll-up straps and prop block washers.

Deckertown, N. J.—The United States Wire Nail Co. have leased the Kilmer Works at Newburg and will take possession July 17th, when it is expected the plant will be worked to its full capacity.

Detroit, Mich.—The Buhl Stamping Co.'s tinning plant, near the corner of Third and Larned Streets, which has been destroyed by fire, will be rebuilt immediately. The entire damage is estimated at $15,000 and insurance amounting to $12,500 is held on the stock and machinery.

Cleveland, Ohio. — The Union Rolling Mill Co. will not close down their mill entirely, during the hot weather, as is unsually done, because of a large number of unfilled orders. Manager Fuller states that each department will be shut down for a few weeks in order to make the necessary repairs, but at no time during the summer will the mill be closed down entirely.

Louisville, Ky.—The O. K. Stove Co. have completed their new foundry, built to replace the one recently burned; will employ 190 men and have capacity increased 25 per cent. over the plant destroyed.

South Connellsville, Pa.—The Slaymaker-Barry Co. have determined to rebuild the lock works at once. Workmen have been employed preparing the site for the new buildings, and plans and specifications were completed a few days ago. The contracts will soon be let.

Recent Embarrassments.

Chicago, Ill.—The Chicago Stamping Co. failed recently and confessed judgment, in the Circuit Court, in favor of Frank Sturges for $244,340. The company was founded by Mr. Sturges more than twenty years ago, and manufactured tinware, chiefly dairy supplies. It was subsequently incorporated as a stock company, with a capital of $350,000, and a bicycle manufacturing department was added. This involved the company in financial disaster. The factory's value, with that of its contents, is thought to be sufficient to satisfy the judgment in favor of Mr. Sturges.

Recent Fires.

New York, N. Y.—A fire broke out June 29th, in the building, Nos. 15-21 Cliff Street, occupied by the Lalance&Grosjean Mfg. Co.; Phelps, Dodge & Co., the Ansonia Brass & Copper Co. and the Ansonia Clock Co. The two upper floors were burned out completely and the remainder of the building was seriously damaged by the immense volume of water which it was necessary to pour into it. The admirable sample room which the Lalance & Grosjean Mfg. Co. had just finished is referred to by them as being a loss greatly regretted. They will at once duplicate it and rebuild the damaged premises.

West Point, La.—The American Handle Works have been totally consumed by fire. No insurance.

Miscellaneous.

Clarksville, Tenn.—A. G. Schellenberger, of Bloomington, Ill., has made a proposition for the establishment of a plant in Clarksville, for the manufacture of brass art goods, tools, machinery, etc.

Kansas City, Kan.—About thirty novelties are manufactured by the Novelty Mfg Co., comprising dish washers, step ladders, fire ladders, an adjustable shade hanger, and many others.

Kansas City, Mo.—The Kansas City Bolt & Nut Co.'s plant, located in the east bottoms, cover the western half of the United States in the distribution of their varied lines of iron products.

Meriden, Conn.— The Meriden Cutlery Co. have a government contract for 100,000 army knives.

Nashville, Tenn. — The Turner, Day & Woolworth Mfg. Co., of Kentucky, have leased the Nashville Spoke & Handle Co.'s plant, located on Adams Street, for a period of five years, at an annual rental of $3000. In addition to the plant in Nashville, the lessees also get the use of three mills, one of which is located at Theta, Williamson County, another at Allgood, Putnam County, and the third at Pulaski, Giles County.

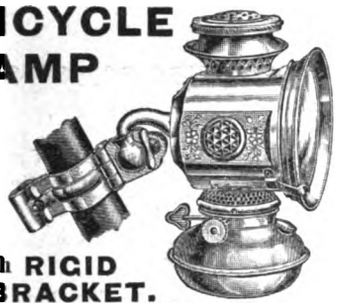
New Britain, Conn.—George Ashley has been granted a patent on a combined door closer and check.

Terryville, Conn.—The Eagle Lock Co. have erected a flag pole on top of the Ogden factory and recently raised a handsome silk flag over 100 feet in the air. On the top of the pole are the four cardinal points over which rests an immense gilded eagle weather vane, which with the flag commands a view from every street in the town.

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THE BANNER

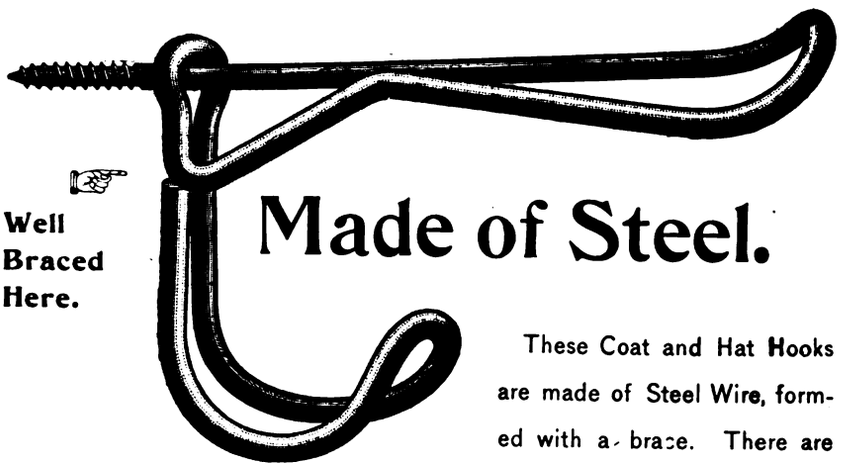
BICYCLE LAMP



With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.



Well Braced Here.

Made of Steel.

These Coat and Hat Hooks are made of Steel Wire, formed with a brace. There are three sizes, of which the cut shows the largest; they are furnished Japanned, Coppered, Berlin Bronzed and Yeddo Bronzed. Let us give you prices on these quick-selling goods.

SARGENT & CO.,

New Haven, Conn. New York. Philadelphia. Boston.

TRY SOMETHING NEW.

The PLANET LEATHER



Dust Beater.

They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue . . of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.



THE CODLING MFG. CO.,

BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

The ST. LOUIS WASHING MACHINE

Guaranteed Satisfactory.
FREE FROM EVERY OBJECTION.

With points of excellence found in no other Washing Machine on the market.



Acknowledged to be the only Perfect Washing Machine on the Market.

A HOUSEHOLD NECESSITY.

NO HOME SHOULD BE WITHOUT IT.

New York Office, 168 Chambers St.

MANUFACTURED BY THE

ANTHONY WAYNE MFG. CO.,

Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.

The War with Spain,

resulting in the President's call for 125,000 Volunteers, will probably create

AN UNPRECEDENTED DEMAND FOR

Revolvers, not only among Army Officers and Privates, who will equip themselves with a reliable Revolver, but among individuals who will wish to be prepared to defend themselves and protect their property.

The "H. & R." REVOLVERS

meet the requirements of an up-to-date, high grade Arm, at a popular price. . .

DEALERS, are you prepared to supply the demand?

HARRINGTON & RICHARDSON ARMS CO.,

WORCESTER, MASS., U. S. A.

Illustrated Catalogue of our complete line sent to any address on application.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of HARDWARE. MANUFACTURERS having JOB LOTS will find me a ready purchaser. RETAIL DEALERS will find my prices lower than any house in the business. . . .

A. N. JACOB, 491-493 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,

80 Pine Street, New York.

FERTILIZER CHEMICALS and MATERIALS;

ALSO

BONE BLACK

For Tempering, Coloring and Filtering Purposes.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Auburndale, Mass.—D. Welsh.

Bay City, Mich. — F. Cedar, Garfield Avenue.

Chicago, Ill.—Gasoline Motor-Cycle Co. has been incorporated.

Chicago, Ill.—Reindeer Cycling Co., incorporated by G. W. Kinn, A. Herx and G. C. Martin.

Colchester, Conn.—W. C. Otis.

Collingswood, N. J.—E. W. Roth.

Detroit, Mich.—The Dollar Wheel Co., incorporated. Capital stock, $10,000. Amount paid in, $1000.

East Chicago, Ind.—P. I. Wells.

Exeter, N. H.—M. Kuselich.

Fairhaven, Conn.—H. J. Terrill.

Fitchburg, Mass.—W. L. Butler.

Fitchburg, Mass.—A. L. Noe.

Freedom, Pa.—H. Linnenbrink.

Gaylord, Mich.—H. E. Blodgett.

Gowanda, N. Y.—C. J. Steltzer.

Indianapolis, Ind.—Frost Gear Case Co. has been incorporated, with a capital stock of $25,000. Directors: N. A. Phillips, A.C. Newby, E. C. Fetcher, W. H. and M. E. Frost.

Kenosha, Wis.—The Kenosha Bicycle Co.

McPherson, Kan.—Bishop & Baird.

Meriden, Conn.—W. A. Payne.

Pemaquid, Me.—P. W. Fassett has added bicycles to regular stock.

Philadelphia, Pa.—The Premier Amazon Rubber Co. has been incorporated. Capital stock, $30,000. Amount paid in, $1000.

Poland, Me.—J. S. Briggs, Jr.

Rochester, N. Y.—The Jamieson Mfg. Co. has been incorporated with the Secretary of State. The company is organized for the purpose of manufacturing the chainless bicycle invented by Robert Jamieson, of this city. The directors are: Robert W. Jamieson, Robert Thomson, Herbert C. McAlpine, Max Binswanger, Charles Stern and George H. Harris.

Toledo, Ohio.—Leibius & Cooper, St Clair Street.

Washington, D. C.—Morgan & Co., No. 1111 Fourteenth Street, N.W.

Waynesboro, Va.—D. E. Alexander has opened bicycle store and repair shop.

Winona, Minn.—W. A. Sorg.

Changes and Removals.

Atlanta, Ga.—Copeland & Bishop, bicycles, reported to have sold out.

Boston, Mass.—The John P. Lovell Arms Co. have bought the entire stock and business of the John Wood Arms & Cycle Co.

Bradford, Pa.—B. L. Fellows & Co., dissolved. H. A. Harvey continues at same address.

Chicago, Ill.—The St. Lawrence Cycle Co. has certified to a change of name to Freeman Bros. Co.

Eureka, Kan.—H. L. Stoddard, succeeded by M. Evans.

Freeport, Ill.—Wm. H. Gillen & Bro., cycle sundries, etc., reported to have sold out.

Greenwich, Conn.—C. H. Minchin & Co., bicycles, G. A. McIntyre retires.

Indianapolis, Ind.—The Indiana Bicycle Co., C. F. Smith, president, are reported to have purchased a controlling interest in the American Electric Vehicle Co., Chicago.

Jenkintown, Pa.—Beck & Becker, dissolved, Mr. Beck continuing.

Kaufman, Tex.—Guy Catlin, bicycles, etc., reported sold to Ernest Washington.

Lancaster, Pa.—Martin & Herr, succeeded by Omar E. Herr.

Lancaster, Mass.—Scribner & Lake, succeeded by Scribner & Mitchell.

Los Angeles, Cal.—Stephens & Hickok, succeeded by Pope Mfg. Co.

Newark, N. J.—Hansell Spring Co. have removed to Ambler, Pa.

North Adams, Mass.—American Trading Co., bicycles, succeeded by Geo. H. Clapp & Co.

Philadelphia, Pa.—Hill & Lyster, bicycles, southeast corner of Tenth and Walnut Streets, succeeded by Louis A. Hill & Co.

Providence, R. I.—Hawkins & Peace, S. J. Vasey appointed receiver.

Redlands, Cal.—R. T. Vining, bicycles, reported sold to R. C. Avery.

Richmond, Ind.—Waking & Bennett, dissolved.

Stark, Kan.—J. A. Lowe, succeeded by Cloverdale & Lowe.

Stroudsburg, Pa.—Joseph G. Palmer, sold out to J. T. Palmer.

Traverse City, Mich.—Allor & Champagne, second-hand bicycles, and repair shop, East Front Street, business purchased by J. R. Hamlin and O. G. Miller.

Vancouver, B. C.—Munn & Miller, bicycles, L. G. Munn retires; William Bismarck admitted.

Wakefield, R. I.—Atlantic Bicycle Store, reopened; Geo. R. Ford, manager.

Washington, D. C.—John J. King, bicycles, reported to have sold out.

Westfield, Mass.—Montgomery & Bartlett, bicycles and supplies, succeeded by P. L. Montgomery.

Willimantic, Conn.—Carpenter & Jordan, succeeded by Jordan Bros.

Winona, Minn.—The Church Cycle Co. have sold out their repair department and rent wheels to W. A. Sorg, who will continue the business in the same building with the Church Co., who will handle only new wheels.

Recent Embarrassments.

Charleston, S. C.—The Southern Cycle Co., bicycles, have made an assignment to George L. Buist for the benefit of creditors. It is not known what the liabilities of the company will amount to.

Charleston, S. C.—The Southern Cycle Supply Co., assigned.

Cleveland, Ohio.—The Cleveland Cycle & Supply Co., reported to have made an assignment.

Cleveland, Ohio.—The Maumee Cycle Co., receiver has been appointed.

Lynn, Mass. — Lufkin & Gauchet, assigned.

Milwaukee, Wis.—The League Cycle Co., manufacturers of bicycles, have made an assignment.

New York, N. Y.—Alcott & Vutler, J. Nealis appointed receiver.

New York, N. Y.—The F. W. Cottrell Co., dealers in bicycles, at No. 5 East 125th Street, have assigned to Samuel S. Slater. The company have been in business three months. They had a capital stock of $5000.

Recent Fires.

Menominee, Mich.—A. Dudley Mfg. Co., damages not exceeding $100.

Norfolk, Neb.—A defective brazier was responsible for a blaze in the back room of Conley's bicycle works.

Philadelphia, Pa.—May Bicycle Works, No. 628 North Fifth Street, slightly damaged by fire.

Youngsville, Pa.—J. A. Sagerdoll, bicycle repair shop, damaged by fire at a loss of $1500; insured for $400.

Miscellaneous.

Chicago, Ill.—The first woman's safety in this city was the Dart, manufactured by the Smith Co., of Washington, D. C. It was ridden by Mrs. L. M. Richardson, the wife of the manager of the Monarch Cycle Mfg. Co., who began riding a safety in 1888. The machine had 26-inch front and 28-inch rear wheels, and weighed about sixty-five pounds. Mrs. Richardson was one of the first women in the United States to take up cycling, beginning on an English Harvard cycle in Milwaukee in 1880.

Detroit, Mich.—The Park Commissioners have at last decided upon building a bicycle shelter on Belle Isle. The structure is to cost in the neighborhood of $9500, and will be greatly appreciated.

London, Eng.—According to the latest reports from the British Patent Office last year there were 30,958 applicants for patents, of which 6000 were for inventions connected with cycling. These figures are 765 (or 2.5 per cent.) higher than in 1896, when the record was established by an excess of 5131, or over 20 per cent., as compared with the previous year. America contributed 3084 of the number.

Philadelphia, Pa.—The Lake Ball Bearing Co. now control all the patents on bearings taken out by E. B. Lake The bearings are used in bicycle construction.

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL. . .

Rings While Button is Pressed.

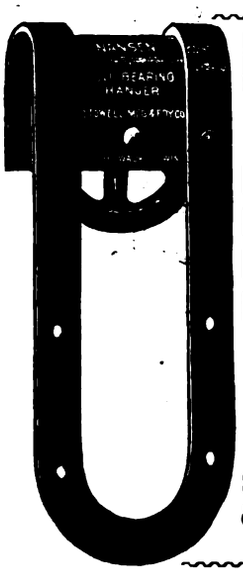
LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.

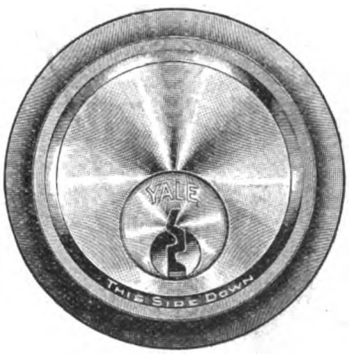
Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS

Representing Leading Manufacturers.

(Accounts Solicited.)

304 Magazine St., New Orleans, La.



The Yale Lock

with new Paracentric Key affords the highest standard of security, and is made in hundreds of styles and sizes, adapted to almost every possible use, from a jewel-case to a prison door.



Little Brochures, "Yale Night Latches," "What is a Genuine Yale Lock," "Artist and Artisan," etc., sent on request.

The Yale & Towne Manufacturing Company.

General Offices: 9-11-13 Murray St., New York.

Local Offices: Chicago, Philadelphia, Boston, San Francisco. Works: Stamford and Branford, Conn.

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CORBIN BELLS

THE BEST

BRISTOL BELL CO.

BRISTOL, CONN., U.S.A.

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO.,

EAST CAMBRIDGE, MASS.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER

TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

CALCIUM KING

ACETYLENE GAS

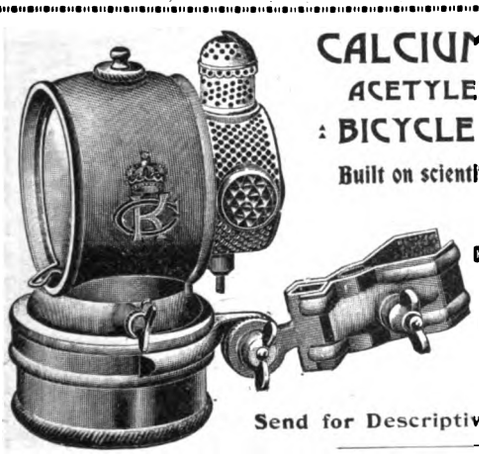
: BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

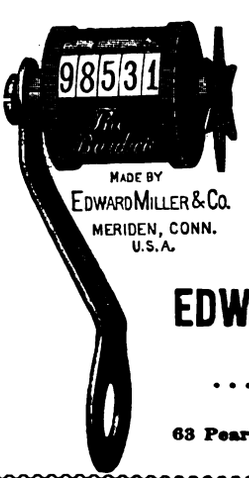


Send for Descriptive Booklet.

GEO. H. CLOWES MFG. CO.,

202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS

EDWARD MILLER & CO.,

Factories and General Office,

. . . MERIDEN, CONN. . . .

STORES:

63 Pearl St., Boston, Mass., and 38-30 West Broadway, New York.

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DON'T MONKEY WITH THE BUZZ SAW.
DON'T STEP ON OUR CORN HOOKS.

DON'T do anything else till you write for our new prices.

We are like the tramp who had nothing to eat but food. We have nothing to say but words. A few cutting remarks about Hooks, as it were.

16 OZ. The **ACME**

As here illustrated now weighs.
Strong. Hangs Right.
New Handle this year . . .
. . . Closes for Packing.

A WARRANTED UNBREAKABLE
FORCED STEEL SHANK
ATTACHMENT.

Send for new Catalogue of our line of **Steel Goods,** etc., etc.

OTHER PATTERNS

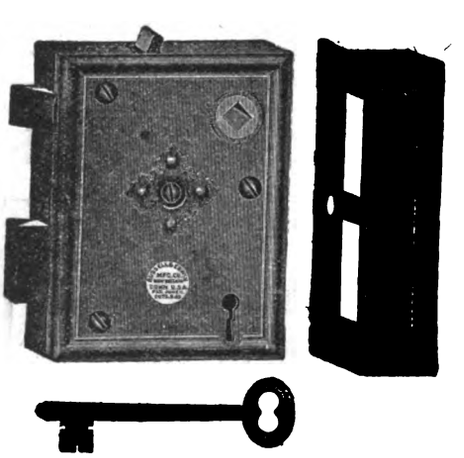
W. & C. No. 1, Tempered and Polished.
W. & C. No. 2, Plain Unpolished.
W. & C. No. x2, Ribbed Blade Tempered, Self-Colored.

The best assortment for quality and price.
COME AT US ONCE.

WITHINGTON & COOLEY MFG. CO.,
JACKSON, MICH.

RUSSELL & ERWIN MANUFACTURING COMPANY.
MANUFACTURERS OF
HARDWARE.
WROUGHT STEEL DOOR LOCKS IN NEW OROIDE FINISH, (A GOLD COLORED PLATE.)

Wrought Steel Mortise Locks Excelling in Lightness and Strength and Novelty of Finish.



Wrought Steel Rim Locks, Excelling in Lightness and Strength and Novelty of Finish.

WROUGHT STEEL RIM LOCK, Nos. 3800 to 3806.

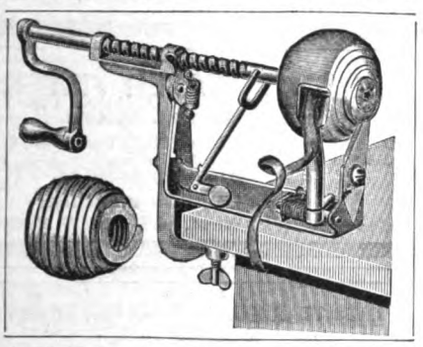
RUSSELL & ERWIN MANUFACTURING COMPANY,

New Britain, Conn. New York. Philadelphia. Chicago Baltimore. London.

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APPLE PARERS.

Since 1864 the making of apple parers has been an important feature of our business; and, as we are constantly looking for improvements, and making use of them, too, our present line, which consists of nine different machines, although not all new, may be said to be the culmination of thirty-four years of practical experience.



The illustration here given represents the WHITE MOUNTAIN PARER, COREr and SLICER. It has been imitated (not once or twice), but never equalled, and is to-day the most durable, substantial and satisfactory low priced Parer, Corer and Slicer for family use; and, we may also say, the one most widely known and used.

We have made it a point to supply every need in the line of apple parers for homes, hotels, restaurants, bakeries and evaporating factories.

Our new machine, THE TURN TABLE "'98" (it pares and knocks off the apple) is meeting with wonderful favor. We verily believe it has more good points to the square inch than than any other parer we ever saw. If you hav'n't seen it, you should. Most jobbers are selling our parers. Catalogue free. . . . . .

GOODELL COMPANY, - Antrim, N. H.

THE
ROSSENDALE - REDDAWAY BELTING & HOSE CO.,
Newark, N J., U. S. A.



Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

Liberal Discount to the Trade



Reasons Why it is the Best.

The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. **Price $1.00 each.**

MANUFACTURED BY **J. DOUGHTY & CO.,**
Pat. Jan. 11, '98. **1025 Arch St., Philadelphia, Pa.**

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

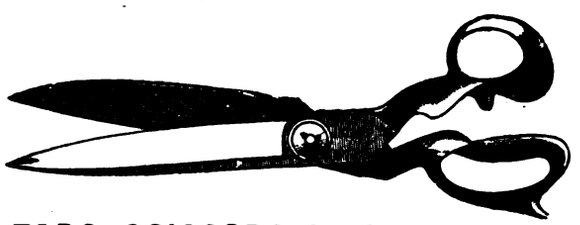
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

WHEN YOU WANT THE
Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

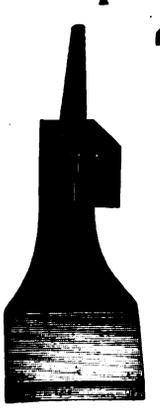
J. WISS & SONS, NEWARK, N. J.

We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the BEST in the line, consequently the cheapest. . .

Ship Carpenters' Tools
"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, Chisels,
Mauls, Gouges,
Scrapers, Slicks.

STOCK ON HAND READY FOR DELIVERY.



Ship Axe.

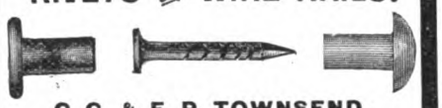
UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK.

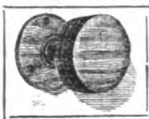
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BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
... Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4 00 No. 3 Per dozen, $1.50
No. 2 " " 2 50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Salesmen to sell lubricating oils from samples on commission. THE EUCLID OIL CO., Cleveland, Ohio.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30 Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan.

COMPETENT machinist, die and tool maker, 42 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT," No. 3027 Poplar Avenue, Chicago, Ill.

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

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Situations Wanted.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

MANUFACTURERS Builders' Hardware specialty wants to be represented in the East. Address MATCHLESS, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—First-class Hardware specialty salesman to handle shears with patent lock bolt and nut to the trade as a side line. Address T. BERRIDGE & SON, Sturgis, Mich.

For Sale.

FOR SALE—A quantity of tea balls below cost of importation. BOTTOMLEY & BROTHER. No 86 Front Street, New York.

A GOOD clean stock of Hardware, stoves, tin-ware and agriculurtal implements in one of the best villages in New York State, situated in a splendid dairy section. Stock will invoice about $6000. Best reasons for selling. Address R. W., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty-miles from New York, on two railroads; for sale, cheap. 35 Nassau Street. New York, Room 1104.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

Attention! Hardware Travelers!

HARDWARE and other traveling salesmen who wish to increase their incomes, will be placed in a position to do so by sending their name and address to the HARDWARE Publishing Co., No 143 Chambers Street New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

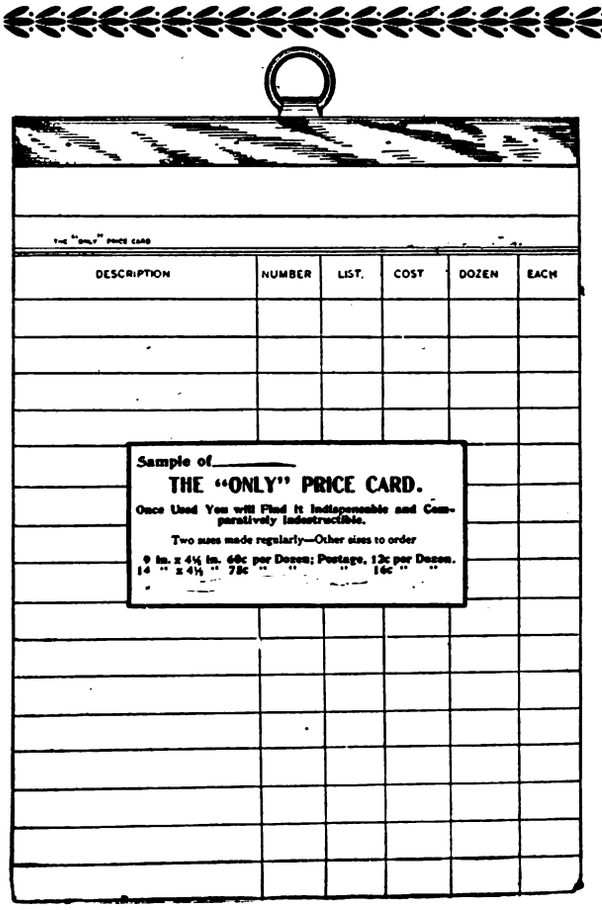
PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

Do You Use Price Cards?

The "Only" Price Card is not only convenient in size and arrangement, but is made from material that will stand hard use. The top is metal bound and has an adjustable ring with which to hang it The price is extremely low for the quality. . . . .

9 in. x 4½ in. 60c. per dozen, postage 12c.
14 in. x 4½ in. 75c. per dozen, postage 16c.

OTHER SIZES TO ORDER.



HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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WRITE FOR QUOTATIONS

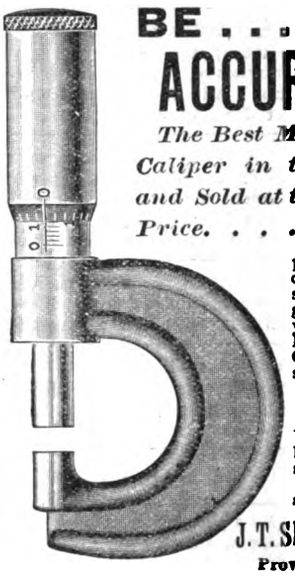


GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

BE . . .
ACCURATE.

The Best Micrometer Caliper in the World and Sold at the Lowest Price. . . .



Why use expensive, inaccurate wire or sheet metal gauges when you can have Micrometer Calipers at the same price?

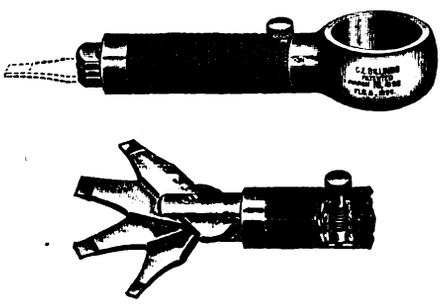
The Lightest Micrometer, only 1¾ oz.

We want all live dealers to sell them.

Write for catalog.

J. T. Slocomb & Co.,
Providence, R. I.

BILLINGS' MAGAZINE SCREW DRIVER.



Patented { Mar. 15, 1892. Feb. 4, 1896.

Four sizes of Screw Drivers contained in One Handle.

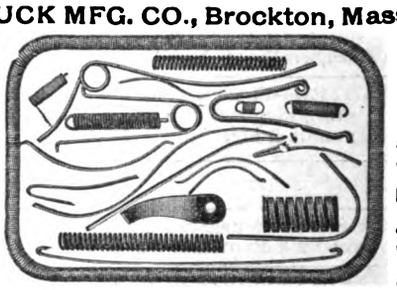
A Neat Tool for Sportsmen, Electricians, Machinists, Etc.

DROP FORGINGS AND MACHINISTS' TOOLS.

THE BILLINGS & SPENCER CO.,
HARTFORD, CONN., U. S. A.

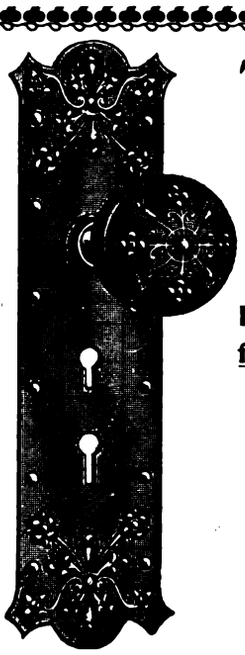
TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.



Trilby Design

(Wrought Bronze)

In Old Copper finish is a favorite for

Front, Vestibule,
Inside, and Sliding Door
Sets Complete.
Bell Pushes, Etc.

NORWALK LOCK CO.,

Manufacturers of Builders' Hardware,

Factory and General Offices,
SOUTH NORWALK, CONN.

SALESROOMS:
NEW YORK, 80 Chambers St., or
94 Chambers St., (UNDERHILL, CLINCH & CO.)
BOSTON, 200 Franklin St. (CHAS. A. CUNNINGHAM.)
CHICAGO, 36 Dearborn St.
BALTIMORE, 32 Hopkins Place. (HENRY KEIDEL & CO.)
PHILADELPHIA, 13 North Sixth St. (HERY A. TERRY.)

"PIONEER" FIFTY POINT CARBON STEEL TUBING

The uniformity obtained from our process of manufacture is especially desirable for bicycle purposes.

There is a rapidly increasing demand for seamless tube owing to its adaptability to purposes for which laboriously drilled solid stock has heretofore been necessary.

No Specially Prepared Samples.

THE POPE TUBE CO.,
HARTFORD, CONN.

"Pioneers" in Correct Composition.

We should be pleased to quote you discounts on application. Send for printed matter.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters..... } 40&12½%
Ship Carpenters..... }
Railroad. .....

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D .....37 @ 23c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$2.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.. .....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 45&10&5@40&10&10%
"Black Club," Black Powder... 4"&10&5"½@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₱ 1000—
B.E., 11 up.60c..B.E., 9&10..70c } 20&5%
B.E., 8.....80c..B.E., 7.....80c.. }
P.E., 11 up.1.00..P.E., 9&10..$1.35 } 20&5%
P.E., 8....1.50..P.E., 7.....1.50 }

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₱ bag.....$1.25
Drop Shot, sizes smaller than B, 5-₤ bags, ₱ bag.....$ .30
Drop Shot, B and larger sizes, 25-₤ bags, ₱ bag.....$1.50
Drop Shot, B and larger sizes, 5-₤ bags, ₱ bag.....$ .35
Buck Shot, 25-₤ bags, ₱ bag....$1.50
Buck Shot, 5-₤ bags, ₱ bag....$ .35
Chilled Shot, 25-₤ bags, ₱ bag..$1.53
Chilled Shot, 5-₤ bags ₱ bag..$ .35
Dust Shot, 25-₤ bags, ₱ bag....$2.00
Dust Shot, 5-₤ bags, ₱ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1₤ each ..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1₤ each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1₤ each..... .25
F, FF, FFF, in canisters of ½₤ each..... .15
F, FF, FFF, in canisters of ¼₤ each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25₤ each..... 8.00
Nos. 1, 2, 3, 4 5, in ½ kegs of 12½₤ each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼₤ each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25₤ each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½₤ each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼₤ each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25₤ each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼₤ each..... 1.25
Meal Powder, In kegs of 25₤ each..... 4 00 [For 1000 ₤ lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25₤ each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25₤ each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25₤ each 1.50
Fourth of July Powder, In kegs of 25₤ each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing'e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₤..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤..... 1.50
Mealed Powder, in Kegs, 25 ₤. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₤..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₤..... 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder..... 5.75
Canisters, equal in bulk to 1 ₤ Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₱ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....₱ doz. $3.80
Galien Safety.....₱ doz. $3.75
Hartman's Pivot.....₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₱ doz. $3.25
Western.....₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₱ doz. pairs. .75
Burton's, No. 2....₱ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₱ doz. pairs. $1.00
Kohler's:
Invisible, No. 3.....₱ gro. $6.00
Perfect, No. 2 .....₱ gro. $7.00
Bolt Holder, No. 1.....₱ gro. $9.00

Anvils—

American "Horse-Shoe"...9½@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₱ ₤ 9c.....15@15&5%
Hay-Budden, Wrought.....8¾@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8½@9c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $15.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip....40@40&10%
No. M Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@60%
Ring Augers.....70&10%
Jennings' Pattern.....60&10&5@70%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00. ....50&10@60%
Ives' Model, ₱ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....67½@70%
K. & F.....60&10&10&5%
Morse.....65&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard .....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₱ gr.....$3 00@$3.25
H'ld Scratch ₱ gr.....$3.50@$4.00
Pat. Peg ₱ gr.....33@35c
Sewing, Com.....₱ gro., 55c@$1.00
Should. Peg ₱ gr.....$1.35@$1.45
Shouldered Brad, ₱ gr....$1.50@$1.65
Socket Scratch ₱ doz....$1.00@$1.10
Stanley Rule & Level
Handled Brad..... .....40&10%
Patent Pegging.... .....50&10%

Awl and Tool Seats—
Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10..... 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $13; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%

Balances—
Chat llon's:
No. 2000 20 30
₱ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 ₤.....₱ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair, $7.00

Bit Holders—

Angular.....40&5@42&10%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives'₱ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00....50&10&2%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhans Improved Star Tenon ₱ gro. $1.00.....35%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list. 60&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.60 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₱ gro.....$4.50@$5.00
Inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....35%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@ 0%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₱ gross $1.75@$1.90
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@$2.25
Sardine Scissors...₱ doz. $2.00@$2.25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₱ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.75@80c
Cast Steel, Polished.....₱ doz. $2.25
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Cyco-Bearing:
Amer. Queen.....₱ doz. $37.00
Crystal.....₱ doz. $36.00
Gold Medal.....₱ doz. $24.00
Grand.....₱ doz. $36.00
Grand Rapids.....₱ doz. $22.00
Hall.....₱ doz. $60.00
Prize.....₱ doz. $24.00
Premier.....₱ doz. $24.00
Superior.....₱ doz. $24.00
Welcome.....₱ doz $24 00
Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz. net.....$12.00
"Sovereign," Jap. ₱ doz. net. $17.00
"Sovereign," Nic ₱ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$18 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$21 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$20.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap..	$20.00
Rapid, Broom-Action, Nic..	$22.00
Select, Broom-Action, Jap..	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap.....	$20.00
Easy, Cam Action, Nic.....	$22 00
Gilt Edge, Cam-Action, Nic.	$21.00
Acme, Cam-Action, Nic.....	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$21.00
Our Own, Cam-Action, Nic..	$24.00
Imperial, Cam-Action, Nic..	$25.00
Model, Cam-Action, Nic. ...	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@65&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@65 &10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.
2-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$6.00 4.25 3.25 2.90 2.75 2.65 2.45 2.40
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....2%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 75&10&5@80&10&5%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
Cold Chisels, good quality, ₱ lb 14c@16c
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....35 to $
Tanged Firmers'.....40&10@50%

Chucks—

Beach Pat....each $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50..25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....35%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET—

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz $7.20 net
Mascott.....₱ doz. $3.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....30%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List,
Sep'. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Unity F. G.....50%

Door Openers, Electric—

Electric Door Opener, complete, $9
50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50.
70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.20@1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5 @80&5%
Ohio Tool Co.....75&10&5 @80&5%
P. S. & W.....75&10&5 @80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & I. J. White.....30&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩
doz.....$16.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P. S. & W. .....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00:
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone .33⅓%
Spiral.....₩ gro. $4.35@$4.50
Standard Co.:
Dover, No. 8.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $6.00
Dover, Steel Handle No. 10, ₩
gro.....$6.00
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric.....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt .....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....30c. ₩ lb.
Tube, Speaking.. $21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4½c	5½c	3½c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10&70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock.
40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@10&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60c
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@60%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse ...₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse,
₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and
Scratch.....35&10%
Copeland Champion Bit ₩ doz
$3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....35%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....35%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.35,
1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..
40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.05	1.25	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 & 10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 32⅛....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr.. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@60&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60&5%
New Model....40&10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....60@50&5%
Stowell Mfg. Co.'s Barn Door
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....50&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....50&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....30&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85& 85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate, Rolled Raised.... 70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ₩ ℔, 5c. 14 to 36 in. ₩ ℔, 4c.
Screw Hook and Strap. 6 to 12 in., ₩ ℔..2½c; 14 to 20 in., ₩ ℔..2¼c; 22 to 36 in., ₩ ℔..2 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&5%
Heavy Strap Hinges. 80&10@80&10&10%
Light T Hinges....7 @70&10%
Heavy T Hinges..75&5@75&10&5%
Extra Heavy T Hinges..80@80&10&5%
Long Chest Hinges..70&10@60&10&10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75& 0&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Zeil's American....30%
Matchless, Double Acting....25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....30%
Gem....30%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10&5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1¼, 2, 2½, 3....30&10%
Mortise Gravity....50%
Nos. 1, 3, 5....30&10%
Nos. 40 and 50....30%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 13. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....30&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5....30&10%
Champion Gravity Locking, No. 75....50&10&10%
1888, Old Pat'n, Nos. 1, 2 and 5, 50&10%
Tip Pattern, Nos. 1, 2 and 5, 50&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 2 and 5....30&10%
Noiseless, Nos 50, 60, 65 and 55. 50%
O. S. Lull & Porter....30&10&5%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steam Boat Gravity Locking, No. 10....30&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.20....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4 50 net
Cotton....80&10%
Dunlap's Boys', Ladies', Toy....30%
Garden....30%
Ladies' and Boys'....30&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....30&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grur....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....₩ gr. boxes..$3.00@$3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings....₩ gro. $7.00@$7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware..70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....70&10%
White-Ware....25&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles,...75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....30&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%

American, all sizes, 2½c....net
Ausable....23c 23c 25c 24c 23c. 40&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 15c 16c..10&5%
Champlain..23c 23c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 30&10&5%
Essex....26c 26c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S....25c 23c 22c 21c. 21c 50&10&5%
Northw't'n. 25c 23c 22c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c....25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light. Medium and Heavy....$4 70@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.00
Hartford Side-Weight, Extra Light....$7.10@$7.70
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....₩ ℔ 4c
W. & B. Rubber Pad....₩ set, $3.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12 00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools....₩ doz. $4.00
} 33⅓&10&5%
Sargent's Ice Awls....55%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..25%
No. 34....₩ doz. $15.00..25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hemacite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel...₩ doz..$1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace....₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft...$1.00
Cut Lacings, 5 15 in. ₩ 100 ft..$1.25
Cut Lacings, ⅜ in., ₩ 100 ft...$1.50
Cut Lacings, ½ in., ₩ 100 ft...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft...$2.75
Cut Lacings, ¾ in., ₩ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe....₩ ℔ 6c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 22c
Sheet Lead....₩ ℔ 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 20&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 50 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 23 to 39....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45&5%
Charles Parker Co....45&5%
Yale....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....50@50&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@30%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—

American....30%					
Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$50	$60
Dixon's....₩ doz 33⅓%					
Nos.	1	2	3	4	
	$14	$17	$19	$30	
Enterprise....25%					
Nos.	10	12	22	32	42
Each.	$3	$3.50	$4	$6	$15
Hales Pattern ₩ doz....70@70&5%					
Nos.	11	12	13		
	$27	$33	$45		
Home No. 1..₩ doz $26....60%					
Little Giant....50&10%					
Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68
Miles' Challenge ₩ doz...45@45&10%					
Nos.		1	2	3	
		$22	$30	$40	

Perfection....net
Woodruff's ₩ doz....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24.00, 40%
Pelican....₩ doz $9.00, 15&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..40%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.20

Oilers—
Brass and Copper..50&10@10&10&5%
Cushman & Denison's:
Pocket Oilers....₩ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&10@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1⅜ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..90
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$12.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ ℔....24
" 2x2x⅛, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c....40%
Boston "Phœnix" Red Sheet, per ℔....50c.net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ ℔
Cotton Packing....14c@15c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@6c ₩ ℔
Russian Packing....12½c@14c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Daisy....₩ doz 8.50
Dandy....each 7.50
Eureka, 1888....each 16.00
Family Bay State....₩ doz 12.00
Favorite....₩ doz 5.00
Gold Medal....₩ doz 4.00
Ideal....₩ doz 4.00
Improved Bay State.₩ dz..$27@30.00
Little Star....₩ doz 4.00
Monarch....₩ doz 13.50
New Lightning....₩ doz 5.50
Oriole....₩ doz 4.00
Penn....₩ doz 3.00
Perfection....₩ doz 4.00
Reading, 72....₩ doz 4.00
Reading, 78....₩ doz 7.00
Rocking Table....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable....₩ doz 4.50
Victor....₩ doz 13.50
Waverly....₩ doz 8.75
White Mountain....₩ doz 4.00
POTATO—
Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2.18@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@60%
Miscellaneous....25&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....} 30&10@40%
Buck Bros....80%
Butcher's....$5.00@$5.25 to $6
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....20&5@25%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz $12 00....5%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@15%
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25....₩ doz. $11.00
Invincible, No. 6....₩ doz. 10.00
Pioneer, No. 714....₩ doz. $ 9.00
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49....₩ doz. $ 4.00
New Champion, No.37 ₩ doz. $ 7.00
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@90%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@50&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 55, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 239, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 285, Fig. 573, Cyclone Tank Force Pump.....$17.00
No. 287, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 288, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330. Fig. 493, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 30&5%

Rail—

Barn Door, Light, In. ¼ ⅝ ⅞
Per 100 feet.....$1.40 1.95 2.80
Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3½c

B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 3½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2½c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted...₱ ft 3c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3 40
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Catch All...net ₱ doz. $3 15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3 8 @$3 00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Fercsteel new li t, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate t.....40%
Nic el plated.....40&10%
Stowell's old list:
Japanned.....80&10%
Nickel-plated.....70&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with burrs.....50%
Burrs on'y.....40%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk .....75&10%
Block, and Carriage in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or copper ed..... .....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 11¼c
⅜ in.....₱ ℔ 10¾c
¼ and 5-16 in.....₱ ℔ 11½c
Hay Rope, Med.....₱ ℔ 10½c
Sisal, ⅜ in.....₱ ℔ 9¾c
¼ and 5-16 in.....₱ ℔ 10¼c
7-16 in. & larger.....₱ ℔ 9¼c
Med. L'th Y'rn.....₱ ℔ 8¾c
Hay Rope.....₱ ℔ 9¼c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....& 10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz $6.00
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles. ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No E 55 plain p lished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.30
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$3.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$23.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper. .....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash. ₱ ℔ 12½c@13c
Patent India .....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp .....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 1'@1' & ½ c
A Quality, White.....₱ ℔ 3 c. 15@15a7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₱ ℔ 31c@32c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush..... 0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@40%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compasses.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer. ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '83.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. L. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil..... .....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....5@50&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 ..... 50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....57½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $3; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&25%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trimmers, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M.W. Co., list July, 1882.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel..... 5%
Sanderson's Cast Steel..... 5%
Stone's Cast Steel..... 5%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....10&10&5%
Empire.....10&5%
National.....10&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@80%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....50%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2½
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.50
Can Opener Carpet Tacks.₩ gr. $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.75
Floor Hooks, ¾ in. ₩ doz. .55
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$3.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in, ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.00
Malleable Rafter Brackets, ₩ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$3.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $3.25
Rope Hitch. ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft. ..... .09
Sprouts Shear Fork, each $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1 50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each $1.15
Wronght Rafter Brackets, ₩ doz. ..... .45

Transom Lifters—

Ajax ..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 5.@ 0&10%
Crescent ..... 7.@7 &10%
Dicksons 60%
Nickel Plated ..... 50&10%
Payson's Solid Grip, Nos. 3 3 and 304 ..... ₩ 100, $12.00
Shaw's:
Copper Finished ..... 80&10%
Lever ..... 70@70&10%

Traps—

GAME—

Blake's Patent ..... 60@60&10%
Enterprise Mole 15%
Newhouse ..... 5(@50&10%
Oneida Pattern ..... 75&5@75&10%

MOUSE AND RAT—

Erie Rat ..... 40@40&10%
Hotchkiss:
Metallic Mouse, ... ₩ doz. 65c
Improved Rat ..... ₩ gross, $12.50
New Rat ..... ₩ gross, $12.50
Mouse, Bonanza .... ₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ dz $2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal ..... ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. .. $5.50
Yankee Rat Trap, ₩ doz. $11.00
Specialty Novelty Co:
Snap Shot, 2-Hole .... ₩ gro., $4.50
Snap Shot, 4 Hole .... ₩ gro., $3.50

FLY-

Balloon, ₩ doz $1.25 ..... ₩ gr. $13.50
Electric Rod ..... ₩ gr. $16.50
Globe ..... ₩ doz., $1.25; ₩ gr. $13.50
Harper .... ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick 30%
Disston's:
Brick ..... 25@25&10%
Plastering ..... 25@25&10%
Pointing 30%
C. E. Jennings & Co.:
Brick 30%
Plastering 25%
Pointing 30%
Wm. Johnson's:
Brick 40%
Plastering 40%
Pointing 40%
W. & M. P. Plastering .... 25@25&10%
Peace's Plastering ..... 25@25&5%
Richardson ..... 25@25&10%
"Rose" Brick Plastering and Moulders ..... 30@30& 10%
Sargent's Garden, No. 1 ..... 70%
Sargent's Garden, No. 15 ..... 50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

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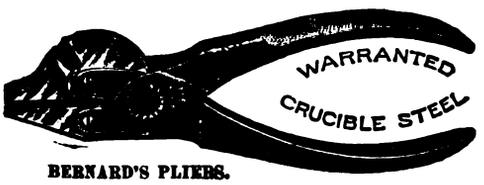
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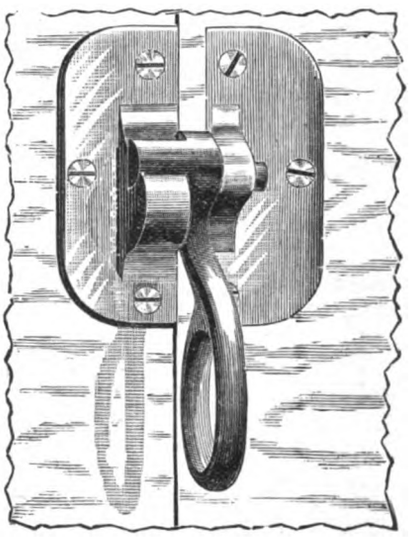
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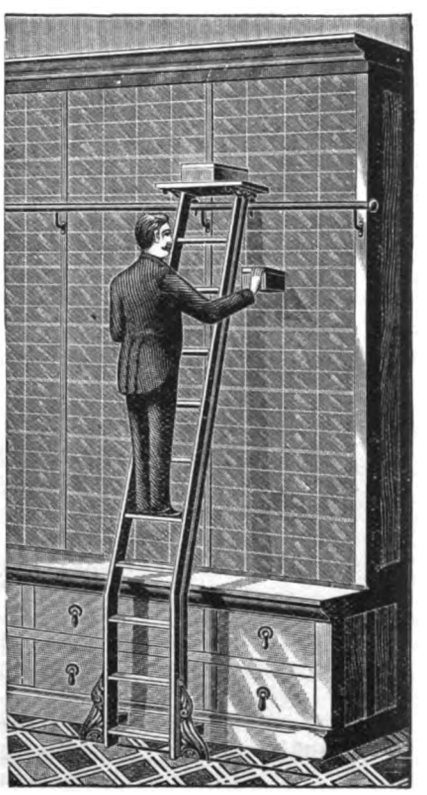
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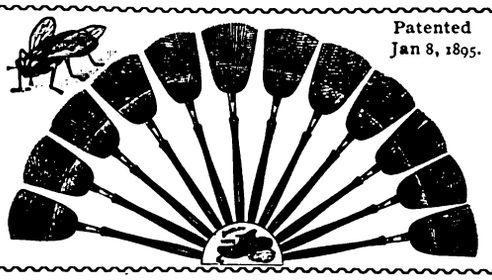
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Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clock Springs.
Wallace Barnes, Bristol, Conn.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Dryer.
Hill Dryer Co., Worcester, Mass.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Coiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
H. Channon Co., Chicago.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Cresting.
E. T. Barnum, Detroit, Mich.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co, Antrim, N. H.
Hammacher, Schlemmer & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Scholihorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co, New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Presses.

Miner & Peck Mfg. Co., New Haven, Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Holyoke, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery.

Hanson & Van Winkle Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.

New York Belting & Packing Co., Ltd., New York.
Sterling Emery Wheel Co., Tiffin, Ohio.

Enameline.

J. L. Prescott, Co., New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

Belmont Mfg. Co., South Glastonbury, Conn.

Faucets.

Boston & Lockport Block Co., Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Baker Mfg. Co., Allegheny, Pa.
E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co. New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fly Killer.

J. F. Bigelow, Worcester, Mass.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., New York.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

H. H. Mayhew Co., Shelburne Falls, Mass.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
R. W. Montross, Galien, Mich.
Sargent & Co. New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Buchel Brush Novelty Co., New Orleans, La.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Edgar Mfg Co., Reading, Mass.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co., New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
H. H. Mayhew Co., Shelburne Falls, Mass.
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Scholihorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Waterbury Barrel Foundry & Machine Co., Waterbury, Conn.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co, New York.

Hinges.

Bommer Bros., New York.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co, Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Horse Shoes

Bryden Horse Shoe Co., Catasauqua, Pa.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.

Ice Cream Freezers.

John H. Graham & Co., N. Y.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Supplee Hardware Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co., Ltd., New York.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze.

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Police Equipments.
Tower & Lyon, New York.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Portable Harness Shop.
Eugene L. Johnson, Cincinnati, Ohio.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Protractors.
Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Queen Sash Balance Co., New York.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Railings, Brass and Iron.
C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.
Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg Co., Philadelphia.
Eugene L. Johnson, Cincinnati, Ohio.
Root Bros. Co., Plymouth, Ohio.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
O. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.

Roof Trusses, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
New York Belting & Packing Co. Ltd., New York.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

Sand Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

Sash Locks.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co, New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
Harrington & King Perforating Co., Chicago.

Screens, Wire.
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Tower & Lyon, New York,
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Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

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Shears and Scissors.
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Wm. Schollhorn Co, New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

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Waterbury Brass Co., New York.

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Dunbar Bros., Bristol, Conn.

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Henry H. Sheip & Co., Philadelphia

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

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J. D. Warren Mfg. Co., Chicago.

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John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
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Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

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New York Belting & Packing Co., New York.

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Surpless, Dunn & Co., New York.
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John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
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New York Belting & Packing Co., New York.
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Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
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Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

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Phillips & Clark Stove Co., Geneva, N. Y.
Plume & Atwood Mfg. Co., New York.

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Diamond Hardware Co., Boston.

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See Trucks, Stove.

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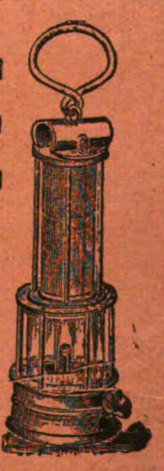


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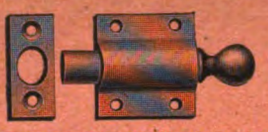
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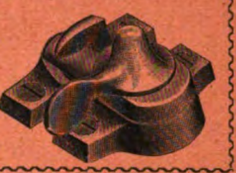
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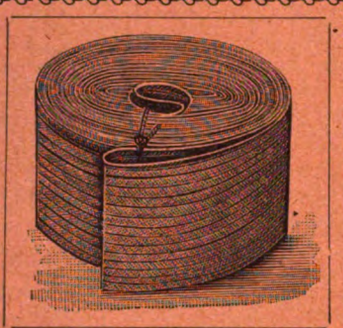
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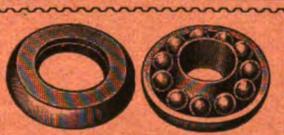
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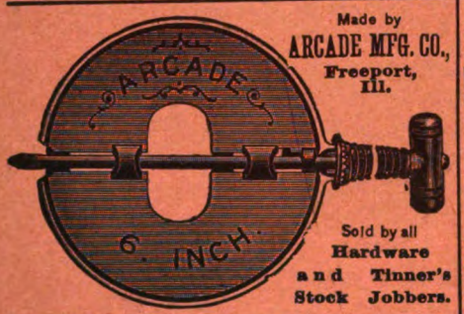
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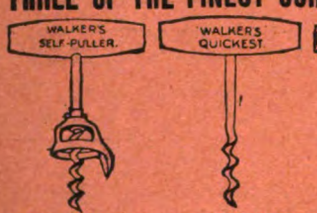
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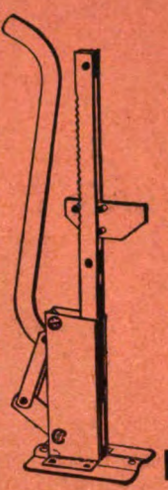
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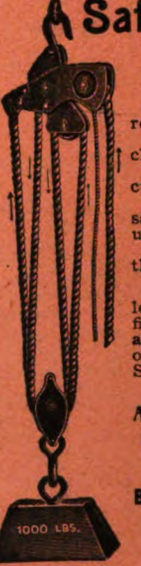
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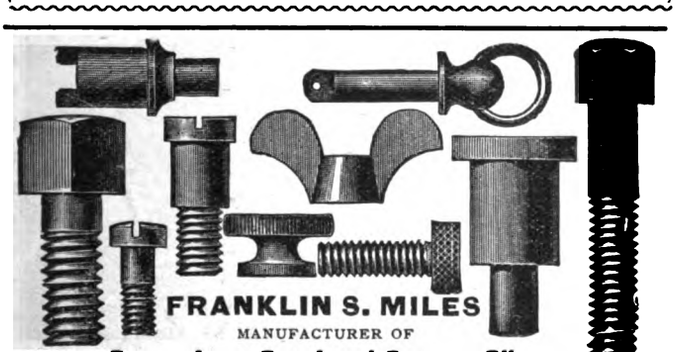
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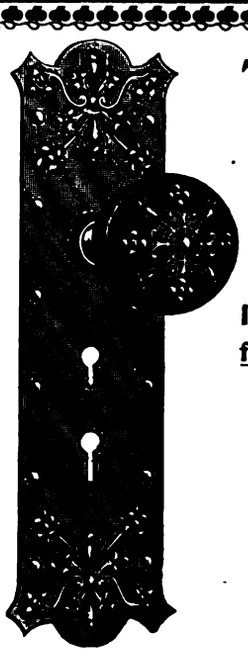
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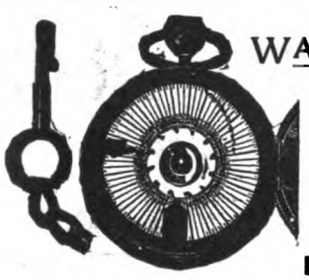
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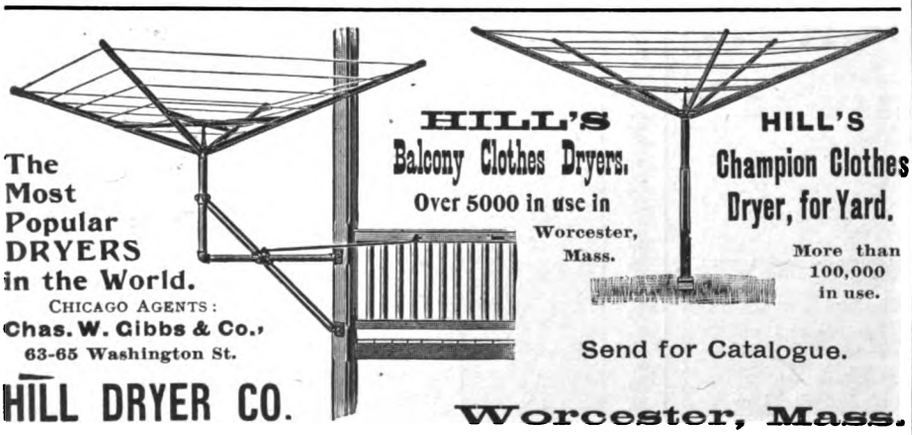
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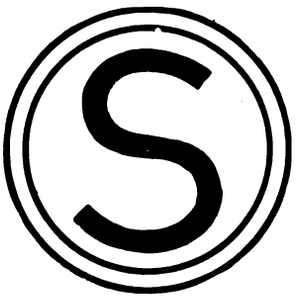
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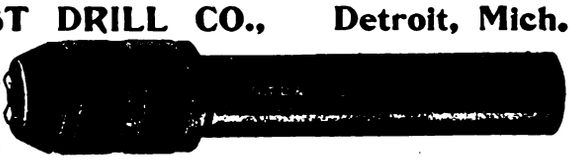
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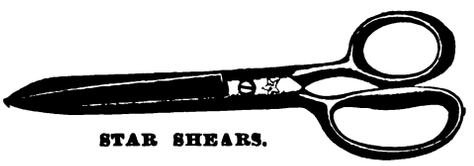
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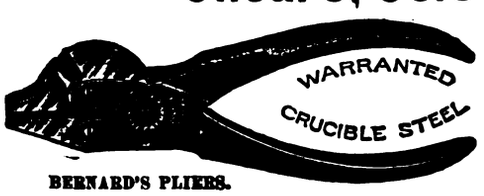
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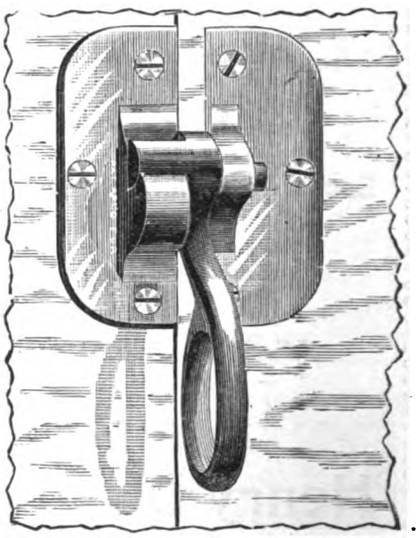
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Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is **ease of operation.** The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the **Chicago** or **Bicycle Step Ladder** system. Write for Catalogue illustrating our 4 distinct ladder systems to

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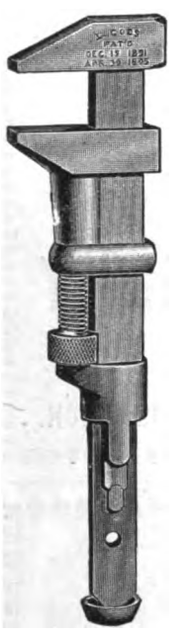
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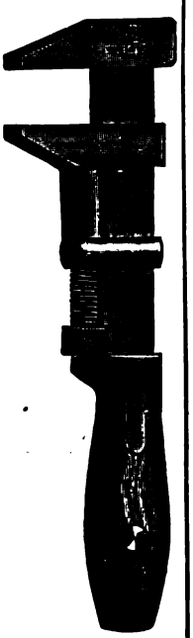
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WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.



Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar, Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

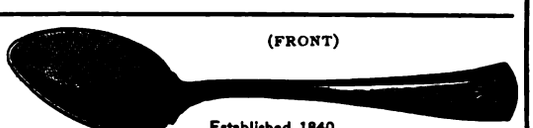
J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Highest Grade of

Silver Plated Ware

In Spoons, Forks, Etc.

Manufactured by



(FRONT)

Established 1840.

L. BOARDMAN & SON, East Haddam, Conn.



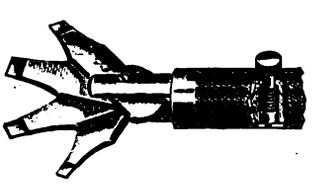
(BACK)

Also Nickel Silver Flat Table Ware and Britannia Spoons.

Write for Catalogue and Prices.

BILLINGS' MAGAZINE SCREW DRIVER.





Patented { Mar. 15, 1892. Feb. 4, 1896.

Four sizes of Screw Drivers contained in One Handle.

A Neat Tool for Sportsmen, Electricians, Machinists, Etc.

DROP FORGINGS AND MACHINISTS' TOOLS.

THE BILLINGS & SPENCER CO.,

HARTFORD, CONN., U. S. A.

RESERVOIR VASES



SETTEES, CHAIRS

And all kinds of

LAWN FURNITURE,

Fountains, Iron and Wire Fencing,



11¾ MANGER.

STABLE FIXTURES,

Weather Vanes, Fire Escapes, Counter and Bank Railing.

E. T. BARNUM, DETROIT, MICH.

Agents Wanted. Mention this paper.

A good agent wanted in New York, Brooklyn, Philadelphia and all large cities, to sell elevator enclosures, cabs, bank and office railings, jail cells, vault doors, etc.



The Great Utility of

Grindstones

is but little appreciated. . . . .

The Best for all kinds of grinding supplied by

The Cleveland Stone Co.,

Hickox Bldg., Cleveland, Ohio.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.

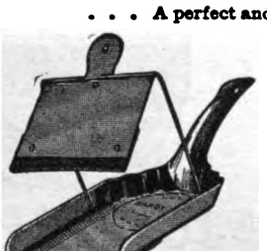


Holroyd & Co.,

Waterford, N. Y.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

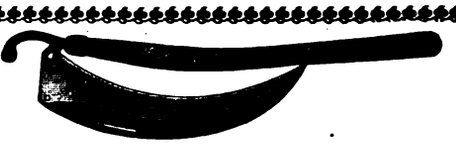
TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

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DON'T MONKEY WITH THE BUZZ SAW.
DON'T STEP ON OUR CORN HOOKS.



DON'T do anything else till you write for our new prices.

We are like the tramp who had nothing to eat but food. We have nothing to say but words. A few cutting remarks about Hooks, as it were.



16 oz. The **ACME**

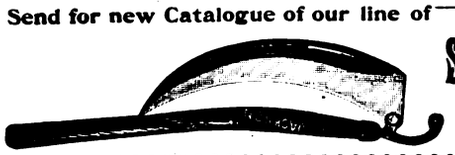
As here illustrated now weighs.

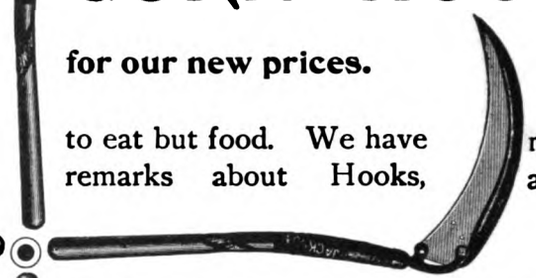
Strong. Hangs Right.

New Handle this year . . .
. . . Closes for Packing.

A WARRANTED UNBREAKABLE
FORGED STEEL SHANK
ATTACHMENT.

Send for new Catalogue of our line of **Steel Goods,** etc., etc.





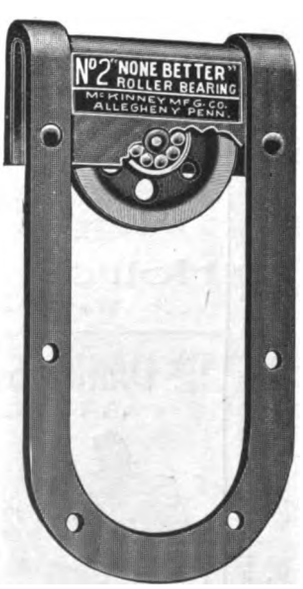
OTHER PATTERNS

W. & C. No. 1, Tempered and Polished.
W. & C. No. 2, Plain Unpolished.
W. & C. No. x2, Ribbed Blade Tempered, Self-Colored.

The best assortment for quality and price.
COME AT US ONCE.

WITHINGTON & COOLEY MFG. CO.,
JACKSON, MICH.

McKINNEY MANUFACTURING CO.'S
Steel Door Hangers and Tracks.



"NONE BETTER" Brand.

Also STAY ROLLERS.



WRITE US FOR PRICES.

John H. Graham & Co., Selling Agents,

P. O. Box 1042. 118 Chambers St., NEW YORK.

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KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

The Mower...

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CLIPPER LAWN MOWER CO.,

. . . NORRISTOWN, PA.

The CYCLONE Carries everything before it.

Best Snow and Barn Shovel.



Every one who tries them orders again and again.

Made in 3 sizes: 8, 10 and 13 in. blade; smaller sizes are for Furnace use.

We make Strap Hinges and Wire Nails.

F. E. KOHLER & CO., The Hardware Specialty Mfrs. **Canton, Ohio, U.S.A.**

TRUCKS OF ALL KINDS.

A. ADAMSON
MACHINIST.

Corner Exchange and Water Streets,
AKRON, OHIO.

General Machine Work, Molds for Bicycle Tires, Air Goods, Druggists' Sundries, Matrices for Hard Rubber Goods, Die Sinking, Hydraulic Presses, Special Machinery, etc. Estimates cheerfully given. Correspondence solicited. Work promptly done.

Rubber Machinery

OTTO NUBURG
Photo ENGRAVING
HALFTONES ELECTROS

SICKELS & NUTTING CO.,

Wholesale Hardware and Manufacturers' Agents,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Relay Bicycle Mfg. Co.,	Cortland Door & Window Screen Co.
Union Steel Screw Co.	Warwood Tool Co.'s Picks and Mattocks.
Eagle File Co.	North Wayne Tool Co.'s Scythes and Axes.
Walden Knife Co.	Withington & Cooley Mfg. Co.'s Farming Tools.

Also SICKELS, PRESTON & NUTTING CO., DAVENPORT, IOWA.

MAIN OFFICE
Newburgh, N. Y.

BOSTON,
113 & 115 Milk St.

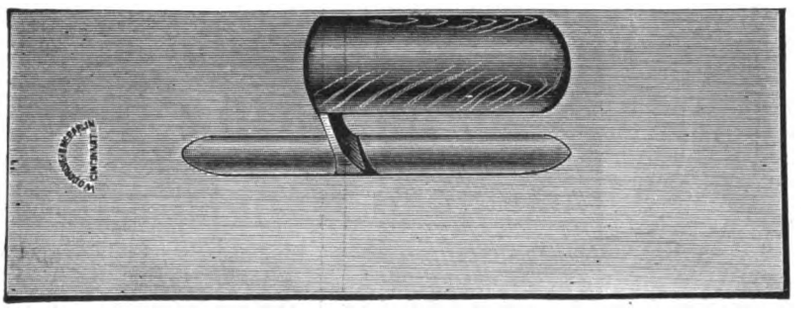


CHICAGO,
73 Wabash Ave.

PHILADEL'A,
1917 Market St.

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"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

These Butts are better than the ordinary kinds. Made only by

READING HARDWARE COMPANY,

New York, Phila., Chicago.

Factories, READING, PA.

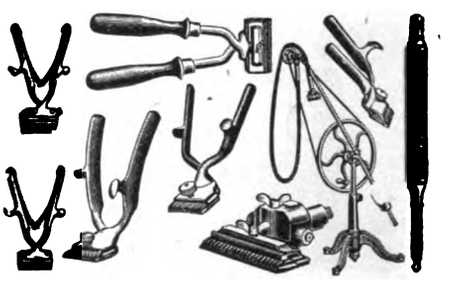
THE NEW "PERFECTION" HALTER CHAINS.



These chains are not readily distinguished from the German We'ded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts.

WE MAKE THE BEST SASH CHAIN—THE "MONARCH."

THE BRIDGEPORT CHAIN COMPANY, Manufacturers, BRIDGEPORT, CONN.



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE

COATES PATENTS.

Power Clippers. both hand & mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

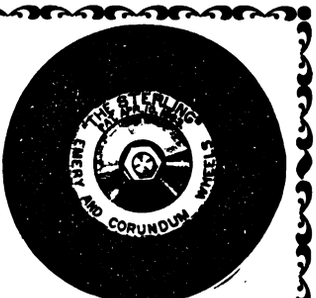
-:-SEND FOR CATALOGUE.-:-

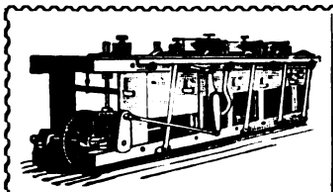
Sterling Emery Wheel Mfg. Co.,

MANUFACTURERS OF

Sterling and Advance Emery and Corundum Wheels,

TIFFIN, OHIO.





Frame with spindles and blocks for reducing and drawing wire rods, etc.

SPECIAL MACHINERY

WIRE drawing, CLAY working,
RUBBER washing, CHAIN WINDING,
CUTTING and WELDING machines,
POWER TRANSMISSION, Pulleys, Shafting
Gearing Boxes, Collars, etc., etc.

TURNER, VAUGHN & TAYLOR CO.,

CUYAHOGA FALLS, OHIO, U. S. A.

HAS PROVED VERY SATISFACTORY.

Zenith Cycle Saddle Co., Philadelphia, Pa. [*Bicycle Saddles*]: We believe that the trade on bicycle sundries must drift to the Hardware trade, as being so much more reliable. Your paper must then prove the most reliable as an advertising medium. Our advertisement has proved very satisfactory.

Do You Manufacture WIRE or SHEET METAL GOODS?

If so, you need the latest up-to-date

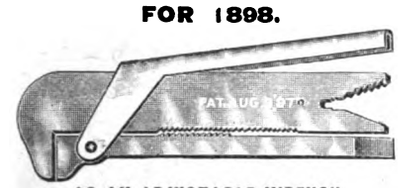
AUTOMATIC MACHINERY.

We have filled the wants of others in this line, why not yours?

THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

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"The Best" Wrench
FOR 1898.



AS AN ADJUSTABLE WRENCH.



AS A NIPPLE AND ALLIGATOR WRENCH.



AS A SCREWDRIVER.

Four Tools in One.

Quickly Adjusted.
Perfectly Rigid.
Case Hardened.
Nickel Plated.
Good as can be made.
Weight, 4½ ozs.
Sample in Leather pocket, by mail, 30c.
Write for discounts.

THE BEST WRENCH CO.,
Room 602, 21 Quincy Street,
CHICAGO.

A GOOD INVESTMENT.

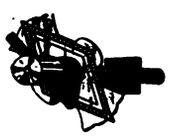
The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.

THE W. H. SWEENEY MANUFACTURING CO.
Our goods are attractive, well-made and thoroughly up-to-date.

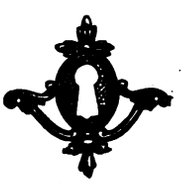


These are only a few of the articles we make. Full line shown in 1898 Catalogue.
66-72 WATER ST., BROOKLYN, NEW YORK CITY.


1174


924


1292


10009


5079

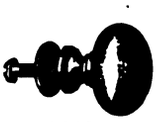

1645

American Ring Co.,
Waterbury, Conn.
MANUFACTURERS OF . . .
Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.


4890


4893

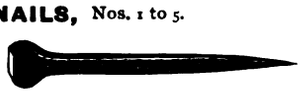

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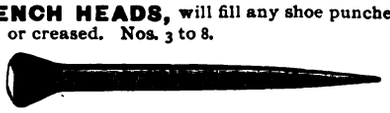

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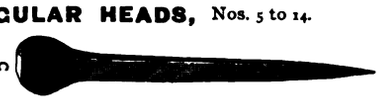
TURF NAILS, Nos. 1 to 5.



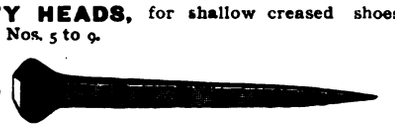
FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



A POPULAR SYSTEM

The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

The high quality of the Putnam Nail makes it an easy seller at present prices.

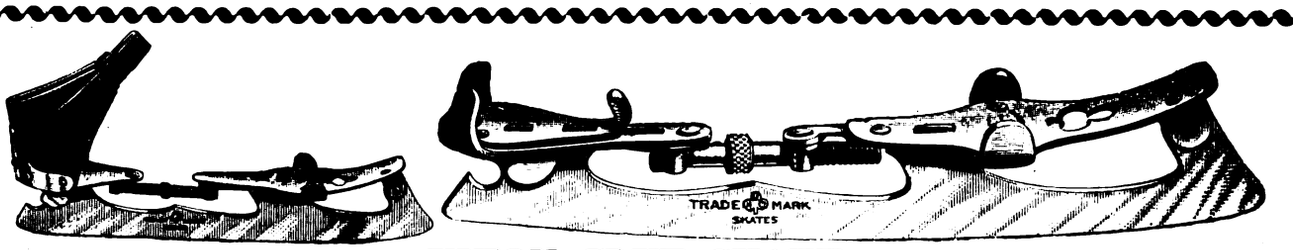
Trade correspondence solicited.

For terms and discounts address

PUTNAM NAIL CO.,

Boston, Mass.
Or 235 Lake St., Chicago, Ill.
Or 12-14 Drum St., San Francisco, Cal.

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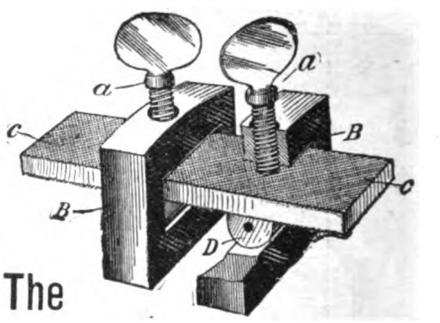


UNION CLUB SKATE.

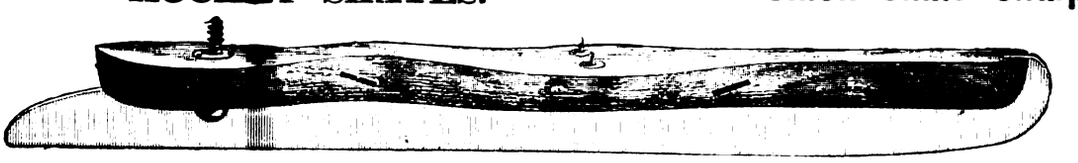




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

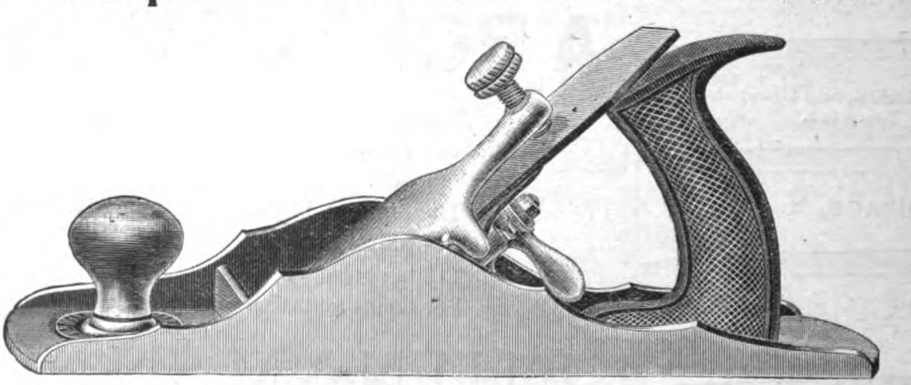
TOWER'S CHAMPION SCREW DRIVERS.

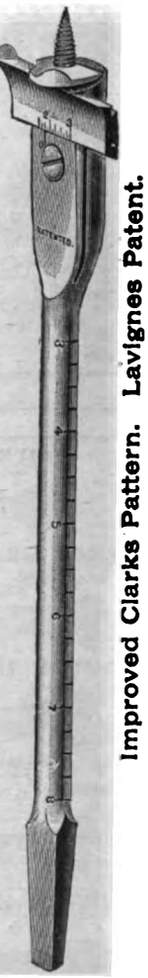


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

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ON EXHIBITION

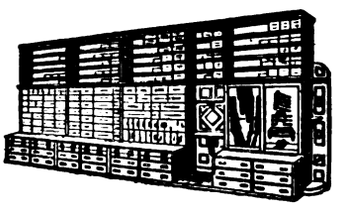
Model Hardware Store!

Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.

Warren's PATENT PORTABLE NEW SYSTEM HARDWARE SHELVING SCREW CASES AND SAMPLE HOLDERS MFD BY J.D. WARREN MFG CO CHICAGO.





Patented Jan 8, 1895.

THE BIGELOW WIRE FLY KILLER. UNIVERSALLY USED.



Indispensable for Homes, Hotels, Offices and especially desirable for Sick Rooms, Sanitariums and Hospitals. DOES NOT CRUSH THE FLY. Does not soil nor mar the most delicate wall paper or ceiling. * * *

SEND FOR ILLUSTRATED CATALOGUE AND PRICES.

J. F. BIGELOW, Patentee and Sole Manufacturer, WORCESTER, MASS.

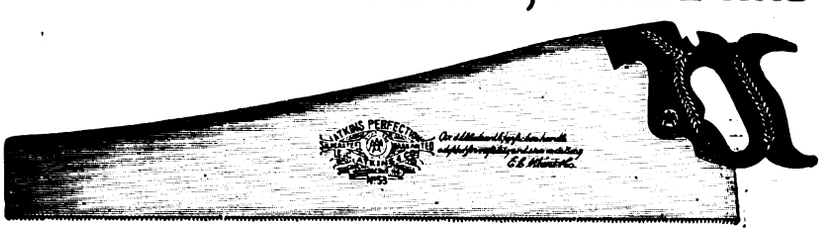
E. C. ATKINS & CO., Indianapolis, Ind.

MANUFACTURERS.

BRANCH HOUSES: Memphis, Tenn. Chattanooga, Tenn. Minneapolis, Minn.

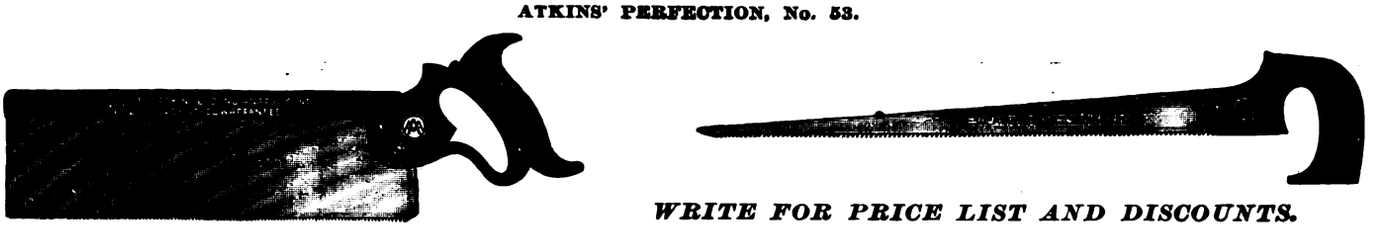
The Atkins SILVER STEEL HAND, PANEL AND RIP SAWS.

WE MANUFACTURE EVERY KIND OF SAW USED.



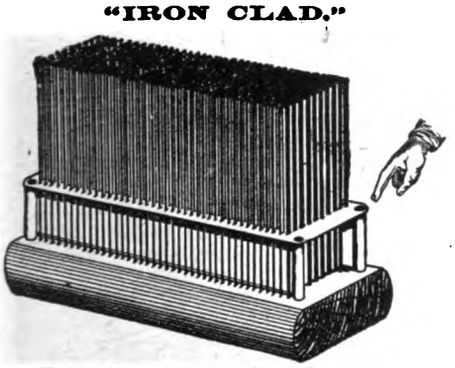
SILVER STEEL. FINE TEMPER. BEST WORKMANSHIP. THE BEST SAWS MADE

ATKINS' PERFECTION, No. 53.



WRITE FOR PRICE LIST AND DISCOUNTS.

"IRON CLAD."



ALL MACHINE MADE.

SEE

THIS STRUCTURE? WHAT'S IT FOR?

Well, it gives surprising durability!

Our goods are Guaranteed unsurpassed in Durability, Workmanship, Material.

Their elegance attracts the eye at once.

. . . *FOR FOUNDRIES, PAINTERS, ROOFERS, ETC.* .

SATISFACTION GUARANTEED OR MONEY BACK.

THE BUCHEL BRUSH NOVELTY CO.,

Mention "HARDWARE." NEW ORLEANS, LA.

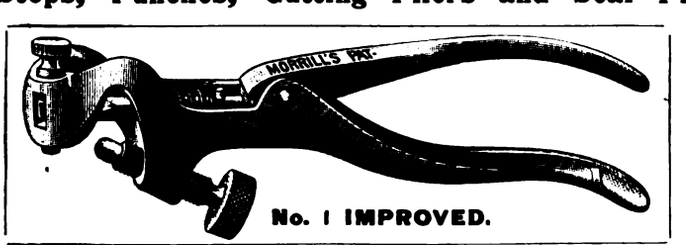
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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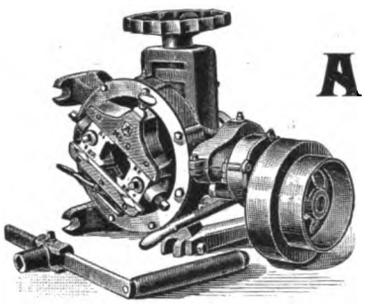
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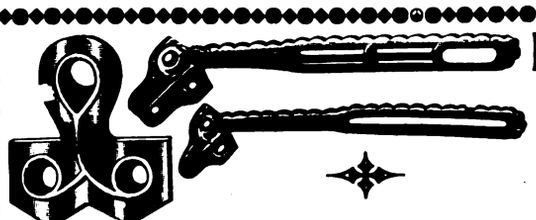
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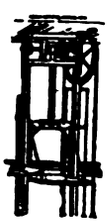
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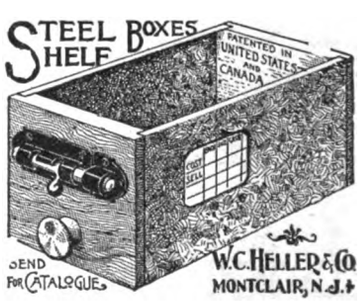
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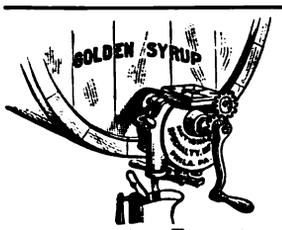
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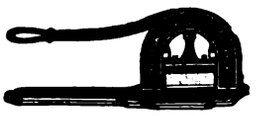
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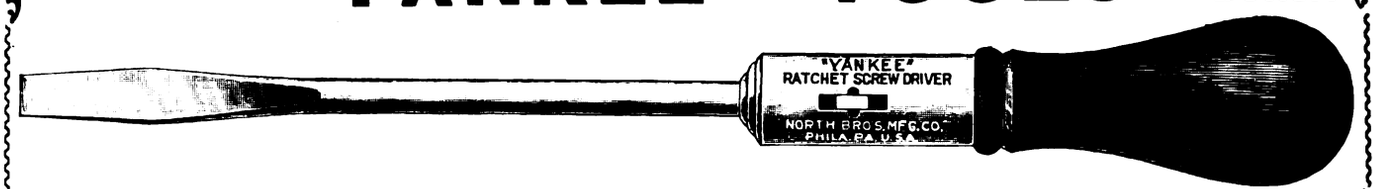
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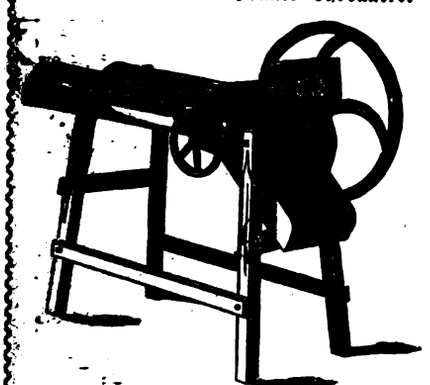


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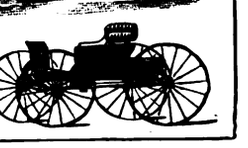
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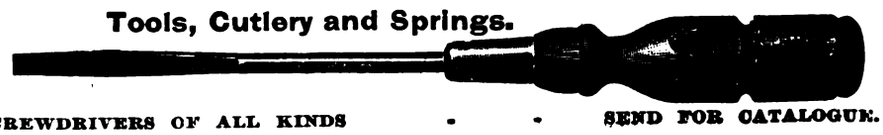
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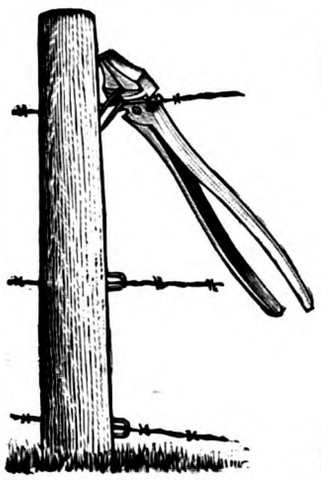
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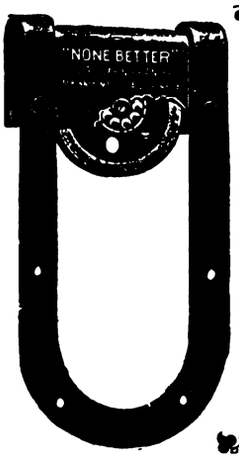
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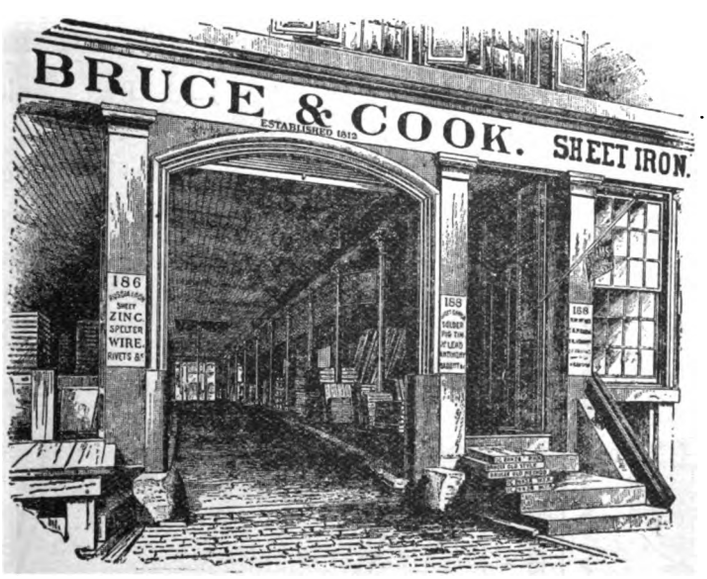
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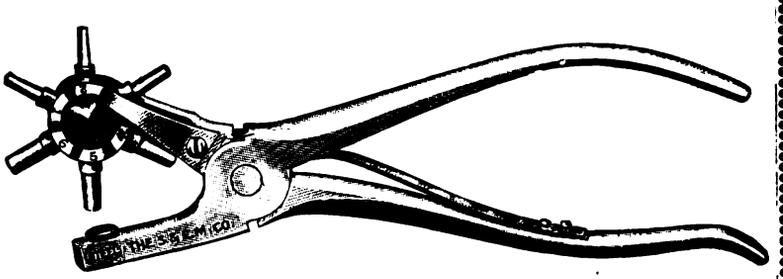
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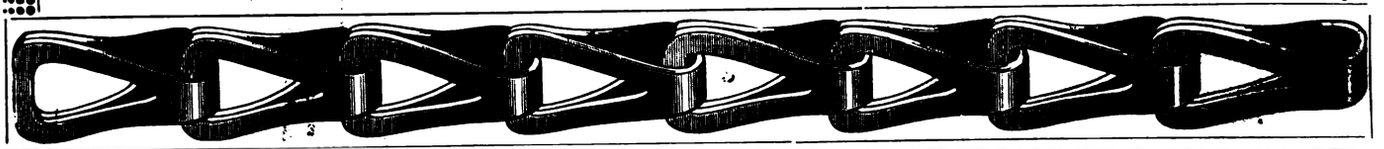
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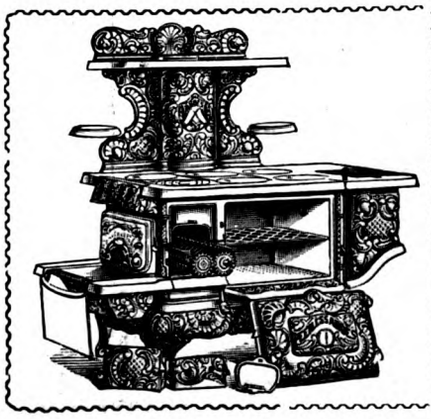
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HARDWARE

VOL. XVII. JULY 25, 1898. NO. 8.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The improved conditions surrounding the movements of our army and navy at Santiago, predicating as they do the possibility of an early, peaceful settlement of the war, are exerting a beneficial influence upon the plans already formulated for the fostering of a better trade this fall, and the necessary preparations so essential to undertake, when the possible demands for current requirements are fully understood.

In the minds of many leading manufacturers the business of the coming season is destined to be a large one. Preparations are being made on every hand to have goods in stock for immediate delivery when required upon early orders; but while every attempt will be made to meet the views of jobbers in regard to fuller and more complete supply than was possible last spring, it should not be forgotten that the day is passing when the manufacturer can be expected to carry in his warehouses full requirements of stock, the greater part of which should, through anticipatory orders, be on the shelves or in the storehouses of his customers, the jobbers.

This season's trade will be a favorable one to encourage the change from the methods prevailing for some years past. Everything points to a trade of increasing activity. Crops of every description will be found large and abundant and consequently fully as profitable on the whole, as last year's exceptional product.

We should not expect the export of grain to equal last year, but as the European demand continues fairly good, prices will doubtless be maintained on a satisfactory basis. The fine showing made by exports of manufactured goods for the fiscal year just closed which were heavier than ever before, was in keeping with the exhibit made in other respects, where the exports doubled the imports and left a trade balance in our favor double in amount of any previous record.

Already the pushing characteristics of our countrymen are following up advantages gained by the success of our arms. As fast as the American flag waves over a country subjugated by the fortunes of war, our hustling merchants are ready to find new fields for commercial effort, and seek the necessary facilities for the encouragement of traffic. Already proposals for National banks in Honolulu, Porto Rico and Manila, have been submitted to the comptroller of the currency and there can scarcely be a question of the great impetus that will be given to commercial prosperity at the moment that the white dove of peace appears in sight and the flutter of its wings approaches within hearing distance.

A largely increased number of buyers is already noticeable in the city, and is being added to daily. The conditions so far have been of a character which has not changed the conservatism previously prominent. As in almost every case reports of an anticipated good fall trade are dwelt upon, the influence upon the prospects has a better effect upon our local jobbers than would be encouraged by current demands.

Trade still continues dull in the Eastern States, which are usually the latest to feel the quickening impulses of a revival; but in the West it is reported fairly active and for a midsummer trade remarkably so, comparisons with previous summers conveying a very hopeful feeling to the dealers.

No radical changes in prices of staple products are reported, and until trade is fairly under way and movements of merchandise in the way of purchases are features of encouraging importance any stiffening of quotations liable to affect sales can scarcely be apprehended.

When the War is Over.

At the close of this war it is just possible that conditions will follow which have no parallel in our Nation's history. The fact will have become established that a standing army of 100,000 men and a navy of commensurate importance will from henceforth be a part of our national policy, and instead of unloading this large body of workers upon the labor market, as was the case at the close of the rebellion, they will continue in the service of their country, becoming consumers only, for whose welfare the whole country will be called upon to contribute.

An increased demand for productive labor will be felt throughout the land, and opportunities for advancement will be offered our young men just developing into manhood, that under the conditions of the past few years would have been almost impossible of achievement. Skilled labor growing scarce under an increased demand, will stimulate to the utmost the ambition of our young artisans, and with each succeeding year there will result a noted advancement in all the channels of ambitious employment. This will bring to the front American principles, native genius and adaptability, and that restless energy and definiteness of purpose which characterize the Yankee character wherever known, eventually making its way with no uncertain development and finally becoming the beacon light of intelligent labor throughout the world.

Fortunes in embryo are lying among the fertile plains of those possessions now occupied by our forces, and

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long under the rigid rule and undeveloped advantages of the existing Spanish government. It will remain for our industry-creating people to push to the utmost opportunities such as these, and reflect fully the wealth-making resources possible under modern methods in our captured territories; wealth that will find good American citizens ready to create, enjoy and fructify without the fear of a tribute to Hidalgo demands that will absorb 50 per cent. of it, which has previously limited the efforts and handicapped the energies of a population without the ambition to lead the world so prominent in the American character.

Everything Seems Favorable.

Our manufacturers have become accustomed to the knowledge that large transactions and small profits form the basis of our future industrial strength, and every possible achievement that can convince the buyers in the markets of the world that our ability to compete must be successfully recognized, will establish a prestige of power on solid lines of growth, which we shall never see degenerate in the manner so inseparable from former methods—that of our becoming indifferent to progress in the foreign markets we had captured, when influences of a healthy character developed nearer home.

In our home markets it is no longer necessary to rely upon the idea that large crops should be followed by a business boom of uncertain duration. Labor interests are well protected in all sections, work seems to be plentiful at fair wages and harmonious relations between labor and capital brings in its wake remunerative employment for the willing worker and with no fear apparent that any change detrimental to industrial interests need be apprehended at the close of the war or the inauguration of a promised peace.

The solid foothold gained by Great Britain in many countries where her merchants and manufacturers have previously held undisputed sway, has been built up by an indulgent system of long credits and unequalled facilities under the sheltering wings of which sales have been consummated with but little competition on the part of our own industrial development, but which now demands recognition from intelligent buyers who have been educated in the belief that American skill is difficult to overreach and that we shall hereafter demand our share of all the good things within the power of foreign markets to bestow.

New Members of the Hardware Club.

At a meeting of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership:

Charles B. Castle, manager B. F. Goodrich Co., No. 66 Reade Street, New York.

F. A. Larkin, manager Edward P. Allis Co., No. 26 Cortlandt Street, New York.

A correspondent asks for information as to where Stone's Patent Coat Collar Springs are made. We have been unable to find this article or its maker. Possibly some of *Hardware's* readers can tell us.

"Father, what does 'Morro' mean?"
"A bluff, my son."
"Isn't that what the Spaniards put up?"
"It is, my son, it is!"

Pacific Coast Hardware & Metal Association.

The fourth annual convention of the Pacific Coast Hardware & Metal Association opened its session in the Board of Trade rooms, San Francisco, Cal., on Thursday, July 14th. The leading merchants of the Hardware and metal business from various points upon the coast were present. The annual reports of president Brace Hayden, secretary W. C. McCloskey, and the finance committee showed that the association was in a flourishing condition. On Friday, the 15th, the discussion of various topics of interest was carried on through the day, and the following officers were elected to serve for the coming year:

President: Brace Hayden.
First Vice-President: W. Honeyman.
Second Vice-President: C. C. Reynolds.
Third Vice-President: William Schaw.
Treasurer: John F. Merrill.
Secretary: Frank L. Brown.
Assistant Secretary: W. C. McCloskey.
Executive Committee: W. R. Wheeler, A. A. Watkins, Wakefield Baker, E. F. Selfridge, A. L. Scott, C. F. Tay and A. A. Wigmore.

The usual standing committees were appointed by the president, which are practically the same as those of last year. At noon the delegates were entertained at lunch by Mr. Brace Hayden, at the Cosmos Club, and in the evening a banquet was given at the Palace Hotel.

As a means of stimulating the usual sluggish trade of July, and in order to brighten things up a little, the Bissell Carpet Sweeper Co. on the 15th of this month sent a postal card to their customers which read as follows: "To our customers: At this hot season of the year what could you present to a customer that would be more appreciated than a Japanese fan? We have a limited quantity of these fans, and while they last we agree to supply 100 gratis with each dozen Bissell sweepers, part of which must be 'Cyco' bearings ordered prior to August 15, 1898. You can put your name on the fans with a rubber stamp and thereby carry your advertisement into a hundred homes or more without having it cost you a cent. Remember, first come, first served."

John S. Kirby, the junior partner in the firm of Vance & Kirby, wholesale Hardware dealers, at Chattanooga, Tenn., died on the afternoon of July 6th, at Urbana, Ohio. The immediate cause of death was stomach trouble, from which Mr. Kirby had suffered many years. He was 58 years of age at the time of his death, and for twenty-seven years has been a member of the above firm, during which time no change in the firm has occurred. While Mr. Kirby was a resident of Urbana, Ohio, his interests were largely with those of Chattanooga, and he did everything within his power to assist in the up building of the city.

The latest output from the publicity department of the Troy Nickel Works, Albany, N. Y., is a series of "Hard Facts for 1898." This shows that not only are the Alaska goods "Always Cold," but illustrates and describes the line so that anyone can see at a glance just the kind of goods that are offered, with the prices attached. This includes all their pokers, lifters, shovels, tack hammers, stove-pipe dampers, Electric ice picks, fire-sets, soldering iron handles, etc. This useful publication will be sent on application.

Mayaguez, a town in the western part of Cuba, facing the Mona channel, has 20,000 population, the majority white, and an excellent climate—the temperature never exceeding 90 degrees. Its average annual export of coffee is 170,000 hundredweight, and it imports each year 50,000 bags of flour from the United States.—*Exchange.*

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HARDWARE NOTES BY THE WAY-

A business trip embracing territory west of the Alleghenies impressed me very favorably with conditions now prevalent. The volume of trade is good, and while merchants complain of slow collections, this defection will be wiped out as soon as the farmers can realize on their new crops. Travelers covering Western territory, especially in the cereal belt, take a hopeful view of the outlook for autumnal movements, crops being generally abundant and market prices higher than for many years. The retarding influences of the war, so evident in other industrial channels, have not as yet cropped out in the iron and Hardware branch. Take, for instance, structural Hardware. Contractors throughout the West are complaining of an inadequate supply. Many structural iron concerns are working night and day, and yet a prompt delivery of orders is almost an impossibility. This speaks volumes for the activity in the building industry.

The war tax levies have not disturbed the trade. Every one is willingly paying his tribute. Calamity cries have been superseded by patriotic acclaim; and the final passage of the bankruptcy act has stiffened the backbone of the trade considerably. Even the anti-war element of the trade stands now ready to offer a vote of thanks to Congress, and accept the bankruptcy law as a *quid pro quo* for the new war tax imposts.

Not an unusual activity, but a good, steady demand, has characterized summer lines thus far. The cycle trade has been a little slow, it is true, but the volume is representative. The bargain fever struck this trade earlier than usual, and standard wheels are now quoted at remarkably low figures. But this move has put an embargo on cheap makes, with the result that the market is now glutted with non-standard wheels.

The Arcade File Works, through an agency, have received some very effective advertising in a simple but taking window exhibit. Arrangements had been made with a locksmith to practically demonstrate the superiority of the Arcade files by comparative tests. The window was used as the workshop. There was nothing to explain the purport of the "show" but the subscription on the window plate: "Save time—The Arcade Files will do it." A man at the door invited the public to "file in" and attend the only "file show" on earth. Each onlooker was presented with a card with the text: "Snide files are running riot now. So does the hot weather. If time is worth money, it's worth money to save time. This is a hot weather exhibition given to help you save time. The exhibition is free, but Arcade Files cost money. But the time you save using them pays the bill. See the profit lesson?"

If you have tried every other thing in your window displays look over your faucet line and bring it out. A faucet display is actually interesting. A very attractive one might be had thus: Assemble every faucet you carry about a barrel of molasses to which has been fitted one of the measuring faucets made by the National Specialty Mfg. Co. or any other concern. Of course, this exhibit may draw flies, but then you have a chance to trot out your fly catching devices at the same time. As a dog-day's advertisement this isn't a bad idea.

"The Imperial wheel, the go-lightly kind. But don't leave it in a dark alley unattended," is an advertising trick recently come to notice.

If you can convince the householder that the washing machine is a necessity and the public laundry merely a convenience, washing machine sales would be far larger than they actually are. It still needs a lot of introductory work to popularize these machines among the masses and the manufacturer must share in the expense. As it is, Hardware merchants seldom care to handle a machine that is not advertised. It's essentially such things as a washing machine that receive direct benefit from the use of printer's ink.

While visiting a soldier's camp in the South I noticed the prevalence of Sargent & Co's steel coat and hat hooks. They were fastened everywhere—about the tents, on posts and trees. How did they get there? An outpost informed me that a foraging party had discovered a box filled with these hooks at a railroad embankment, and considering it as a war prize had appropriated it to the use and comfort of the camp. Well, if the goods were lost in transit, the advertising and gratitude the manufacturers or shippers will get out of the loss will more than indemnify them.

If you can't be a "Sampson" in competition get in on the "Schley." "If you can't Dewey't, surrender or bust," is the heroic motto discovered in a Cleveland business office.

Here's a curiously worded illustrated advertisement perpetrated by Withington & Cooley Mfg. Co., of Jackson, Mich.: "He missed a buzz saw, only to step into a corn hook. He is now plus a hand but minus a foot. But it wasn't our fault. Our hooks are made to cut corn, not feet. But if they can cut feet, they can cut corn." Some enterprising specialist might "trim" an excellent window display out of this ad.

Cleveland, July, 1898. J. B. REINDFLEISCH.

A Heated Protest.

Editor Hardware: We are long suffering and slow to wrath. We prefer to return words of kindness for evil deeds, and seek to cultivate a spirit of sweet forgiveness under all circumstances; but there is a limit to our endurance, and that limit has been reached. During the past week of sizzling heat we have been compelled daily to pass the office of a railroad ticket agent, who seeks to persuade the unwary to tempt fortune in the Klondike. He has as an accomplice, a weird, uncanny semblance of man, who occupies a position at the front door. This fiend, this ruthless torturer of feelings, wears throughout the long day a complete Klondike outfit—wools, furs, leggings, mittens, capote and the rest—and actually *looks cool* through it all.

We have tried to forget him and remember the *Maine;* have skulked past on the opposite side with averted eyes; have gone around the block to avoid his cold sneering gaze, all to no purpose. He still confronts us in our disordered mind. We even have re-visited his haunt after nightfall; when the weary business man, exhausted by the heat of town, and unconsolable by his family's absence, is trying to gain a few moments' rest at Coney Island or the uptown roof gardens. Alas! the carefully concealed club was useless. The phantom has retreated inside the locked and barred door, and grins in cold, unholy joy from the fetid, gas-heated atmosphere of the office. Our only hope is that our last despairing cry, as we seek eternal seclusion and rest in some friendly beer-stocked refrigerator, may awaken a thrill of remorse in his wooden legs and papier mache breast. R. ED. HOT.

In Cuba, cheese, coal, fish, flour, iron, jerked beef, lard, meat, olive oil, provisions, rice, soap, tobacco (manufactured), vegetables and wine, are the principal imports, amounting in value, for 1895, to $8,500,000.—*Exchange.*

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Good Locks.—No. III.

We have given in previous issues an outline of the origin of the Yale lock and of the important elements of the inventions which it embodies. We now show the evolution of that lock in what is perhaps its most popular and best-known form, namely, the Yale Rim Night Latch. The earliest form of this lock naturally followed, in external

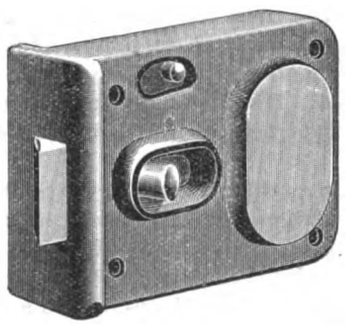


FIG. 1.

appearance, the general practice of the trade which obtained at the time of its introduction, namely, about 1867, and is shown by Fig. 1. Even at that early day the makers of the Yale lock undertook to supplement the radical advance it embodied in security and mechanical excellence by equal improvement in external appearance. Locks as then made were universally of plain, and usually of crude design and appearance. Viewed from the present stand-

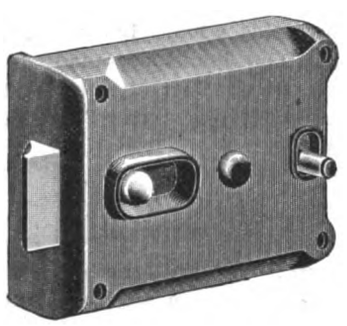


FIG. 2.

point, the first efforts at improvement appear crude, but they show unmistakably the effort to introduce better principles of design. Fig. 2 shows the first move in this direction. This design was introduced about 1870, but was quickly followed by that shown in Fig. 3. The latter marks a distinct advance, and its inherent merit is best evidenced by the fact that the design proved immediately popular, was retained by the makers for many years and finally was

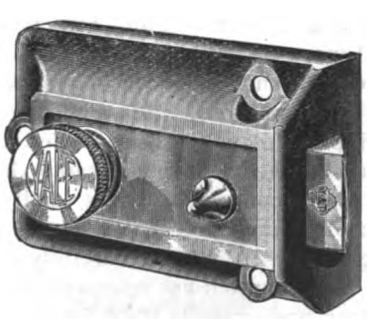


FIG. 3.

copied in appearence by substantially every other American manufacturer of locks. A glance at Fig. 1 and 3 will indicate the marked advance of the latter over the former in good designing.

Fig. 4 shows the 1897 model and thus represents the Yale No. 42 Night Latch in its latest form, which includes not only the evident improvement in external design and appearance, but also the still more important improvement in security embodied in the paracentric key and cylinder described in our issue of January 25th.

The bit of history embodied in the above illustrations is interesting not only with reference to an American inven-



FIG. 4.

tion which has become famous throughout the world, but as illustrative of the progress in artistic directions which has become so marked a feature in American industries and



FIG. 5.

in which the Yale & Towne Mfg. Co., in the industry with which they are identified, have long held a position of recognized leadership.

Science Utilizes All the Ox.

In an article on the "Wonders of the World's Waste," William George Jordan, in the October *Ladies' Home Journal*, details how science at the present day utilizes the ox. "Not many years ago," he says, "when an ox was slaughtered, forty per cent. of the animal was wasted; at the present time 'nothing is lost but its dying breath.' As but one-third of the weight of the animal consists of products that can be eaten, the question of utilizing the waste is a serious one. The blood is used in refining sugar and in sizing paper, or manufactured into door knobs and buttons. The hide goes to the tanner; horns and hoofs are transformed into combs and buttons; thigh bones, worth $80 per ton, are cut into handles for clothes brushes; fore leg bones sell for $30 per ton for collar buttons, parasol handles and jewelry; the water in which bones are boiled is reduced to glue; the dust from sawing the bones is food for cattle and poultry; the smallest bones are made into boneblack. Each foot yields a quarter of a pint of neat's foot oil; the tail goes to the soup; while the brush of hair at the end of the tail is sold to the mattress maker. The choicer parts of the fat make the basis of butterine; the intestines are used for sausage casings or are bought by gold beaters. The undigested food in the stomach, which formerly cost the packers of Chicago $30,000 a year to remove and destroy, is now made into paper. These are but a few of the products of abattoirs. All scraps unfit for any other use find welcome in the glue pot or they do missionary work for farmers by acting as fertilizers."

Postal Card Duns.

Postal card duns are mailable, it is claimed, provided a threat of placing the account in a collector's hands does not accompany it. For instance, the following is mailable:

"Please call and settle account which is long past due, and for which our collector has called several times, and oblige."

And the following is unmailable:

"You owe us $150. We have called several times for same. If not paid at once, we shall place with our law agency for collection."—*Exchange.*

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MICHIGAN HARDWARE ASSOCIATION.

There were unusual signs of activity about the Hotel Cadillac, Detroit, Mich., on the afternoon of Wednesday, July 13, on the occasion of the third annual gathering of the Michigan Hardware Dealers' Association. This Association, a history of which was fully given in our special edition of April 10, 1898, has grown steadily in power and influence during the past year, largely due to the persistent endeavors of the officers, and especially to the labors of Charles F. Bock, its president. The attendance was good, and all who were present seemed specially interested in the proceedings, giving close attention to the business transacted. A list of those who were in Detroit on this occasion is as follows:

A LIST OF THOSE PRESENT.

C. M. Chamberlain, Kalamazoo.
C. L. Frizelle, Hancock.
H. B. Gunniss, Algonac.
J. Stahl, Lansing.
J. L. Capen, Detroit.
S. W. Winchester, Jackson.
G. M. B. Towner, Flint.
Edwin D. Foote, Flint.
Arthur J. Scott, Marine City.
John Popp, Saginaw.
Joseph F. Wolf, Saginaw.
Porter A. Wright, Davisburgh
D. L. Lazelle, Caro.
G. J. Shaefer, Dundee.
J. E. Ceury, Cheboygan.
J. J. Post, Cheboygan.
C. E. Pipp, Otsego.
A. R. Barrett, Union City.
W. F. Garretson, Detroit.
Alex. Lemke, Detroit.
J. S. Patterson, Detroit.
C. Gartner, Wyandotte.
F. R. Kedzie, Pittsford.
Chas. E. Moore, Saginaw.
C. E. Lawrence, Hillsdale.
Edward W. Morley, Saginaw.
Geo. N. Smith, Hillsdale.
Chas. F. Bock, Battle Creek.
H. C. Minnie, Eaton Rapids.
D. E. Quirk, Dexter.
T. L. James, Dexter.
F. M. Brockett, Battle Creek.
F. S. Carlton, Calumet.
F. A. Turner, Caro.
T. J. Martz, Detroit.
E. L. Smith, Lansing.
J. H. Temmink, Detroit.
Casper Hoffman, Detroit.
E. F. Achard, Saginaw.
G. W. Bruske, Saginaw.
C. W. Casper, Marshall.
J. L. Schneider, Detroit.
R. E. Brackett, Lansing.
Allen Crawford, Jr., Springport.
R. H. Reed, Carsonville.
Geo. E. Dean, Albion.
A. L. Young, Albion.
O. H. Gale, Albion.
W. E. Brosley, Marshall.
T. F. O'Leary, Marshall.
A. G. Rice, Detroit.
Geo. W. Hubbard, Flint.
E. S. Decaw, Sanilac Center.
A. H. Dane, Detroit.
T. T. Crandall, Detroit.
Chas. Campbell, Detroit.
J. A. Weston, Detroit.
S. Hunt, Detroit.
H. C. Weber, Detroit.
W. H. Wixson, Coleman.
F. H. Gibbs, Sturgis.
Chas. A. Strelinger, Detroit.
Fred. A. Stendel, Detroit.
W. J. Boyce, Port Huron.
H. B. Auger, Detroit.
J. W. Thorn, Owosso.
A. F. Wixson, Marquette.

THE OPENING SESSION.

The opening session occurred at 2:30 P. M., with Mr. Bock in the chair. After the call of the roll a committee on credentials was appointed, consisting of Messrs. F. J. Martz, of Detroit; L. B. Brockett, of Battle Creek, and E. F. Achard, of Saginaw. After a short period these gentlemen reported that all who were present had proper credentials and had a right to take part in the proceedings of the convention. The minutes of the last annual meeting were read by Henry C. Minnie, secretary, who also read the record of the proceedings of the Executive Committee, who met in Detroit in March last. Then followed the annual address of President Bock, who spoke as follows:

ADDRESS OF CHARLES F. BOCK.

It is with great pleasure that I welcome you all, but especially the many new faces I see before me, to our third annual session. I am glad, very glad, to congratulate you on the manifest interest in our association by the best and most progressive Hardware dealers in Michigan, with the healthy growth of our organization and the satisfactory trade conditions of our State. If there has ever been a doubt as to the future usefulness of this association, that doubt can safely be dismissed. We are here to stay and able to extend the benefits of our efforts to every Hardware dealer in Michigan.

We are entitled to and are receiving respectful recognition from the best and most substantial manufacturers and jobbers in the United States.

With wideawake efforts on the part of our new officers and members, our membership can be materially increased during the next twelve months. A majority of the dealers should be included in the membership. To make sure of this, I would suggest that if we cannot afford to employ a suitable canvasser, we might adopt the Minnesota plan of appointing a county organizer or solicitor in nearly every county. With the many intelligent men in our ranks, none should be excused from writing a paper on any subject when requested to do so by the Executive Committee.

Since our last annual meeting I have attended the meeting of the Indiana State Association held in South Bend last February; have attended the meeting of the Executive Committee in Detroit last March; have visited the trade in twenty-one cities and towns during my administration—viz.: Detroit, Ypsilanti, Ann Arbor, Jackson, Albion, Marshall, Kalamazoo, Dowagiac, Niles, Bellevue, Olivet, Charlotte, Lansing, Flint, Lapeer, Monroe, Adrian, Hillsdale, Grand Rapids, Muskegon and Eaton Rapids.

I have greatly enjoyed my trip and feel well paid for the time spent, and I have been cordially and respectfully received by all, have learned much about Hardware, and have formed some very pleasant acquaintances. I am indebted especially for assistance and time given me to Messrs. J. Stahl, Lansing; George Hubbard, Flint; George Wilcox, Adrian; Thomas Chamberlain, Detroit; C. M. Chamberlain, Kalamazoo; S. F. Stevens, Grand Rapids, and our faithful secretary, H. C. Minnie. Our association was peculiarly fortunate in having an efficient secretary from the start. Mr. Minnie is the right man in the right place. I find that the Hardware merchants of Michigan as well as in other States, are intelligent, substantial, progressive and honorable citizens, interested in the growth and welfare of their city and State. No class of men in any walk of life enjoy the confidence of their neighbors to a greater extent than do the dealers in Hardware.

Now, to maintain the dignity and pride of our calling, it behooves us to treat our customers at all times as we ourselves desire to be treated. We should deal in good, reliable goods and sell at reasonable prices; never allow ourselves or our employees to misrepresent. If an article sold proves defective or not as represented, make it right.

We cannot afford to ignore the trade journals. An hour or two every week spent in reading them will prove profitable to employer and employee. Every one of us can be instructed and learn something from the able paper presented by H. C. Wiseman, of the Ohio Hardware Association. After a careful survey of our business in Michigan, I am convinced that the subjects of syndicate buying and the exclusive cash system are not practical with the majority of our dealers, owing to the varying conditions of location. I am pleased to see the growing disposition to lessen the daily hours of labor of both proprietor and help by early closing. A good up to date salesman will accomplish as much now in nine or ten hours as formerly required twelve to fourteen.

In the word Hardware there are included a greater number of articles and there are more frequent names of

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inventions added thereto than any other word in the English language. It requires a keen, observing intellect and a good memory to keep informed on the subject of Hardware.

To bring the work and usefulness of our association to a still higher standard, the Executive Committee should meet at least twice a year, and after carefully considering timely subjects, issue a circular letter to all members. At each annual meeting there should be selected one or two members to represent the association at other State meetings and bring to us subjects of interest and instruction. It will also be a step in the right direction to encourage the organization of a National Retail Hardware Dealers' Association.

Our association was largely instrumental in securing the passage of the fairest and best known lien law for the benefit of both laborer and dealer. This seems to be appreciated by all classes.

One more law needs amending for the benefit of honest laborer and accommodating creditor. I refer to the garnishee law of our State, which, with its $25 clause, shields unscrupulous debtors after having induced us by fair promises to let them have goods necessary for the comfort of themselves and families, enabling them to take advantage of the accommodating merchant. Where a laborer has not suffered by sickness of himself or family, has not lost employment or met with other misfortune, he should be compelled to meet his obligations for necessities, not luxuries. This amendment is quite essential to the future ability of our merchants to pay their debts, and as the general welfare of our State is measured and influenced by the prosperity of the Hardware and iron industries, a committee should be appointed to take charge of this matter and bring it to the notice of our next Legislature.

With the large increase in our membership, I deem it no longer necessary to keep the annual dues at $3. I recommend that they be changed to $2. After consulting with several members, I find them unanimously in favor of this change.

As an association we are justified in continuing to insist that manufacturers and jobbers of Hardware shall sell their wares only to the legitimate trade. We have much less cause for complaint on this subject than previous to our organization.

Gentlemen, I will weary you no longer, but again thanking all for the many courtesies received at your hands, I am ready to turn the office over to my successor, wishing you all abundant prosperity and success, and that you may live long to enjoy the good things which your well-directed efforts deserve.

The address of the president was listened to with close attention and vigorously applauded.

After some preliminary announcements the regular business of the association was taken up, which was opened by the reading of a paper by Charles G. Jewett, of Howell, Mich., whose subject was "Special Leaders at Special Prices; Special Sales Days as a Means of Advertising." He said:

ADDRESS OF CHARLES G. JEWETT.

The ethics of the Hardware business are distinct and recognizable from the ethics of all other businesses and professions, but it takes genuine genius to distinguish them after all. We in the Hardware business are looking eagerly for what others are looking for with no less eagerness—namely, profits. We are not in business as a matter of recreation or convenience, but to make money.

We might dissimulate and say that we are philanthropists, that we are doing business for the benefit of others, but even the ten-year-old school boy has been taught to look upon such sort of protestation as being of the nature of a broad humor, and we must forego the employment of the convenient subterfuge to save ourselves from being the objectives of twiddling fingers poised uncertainly on the terminals of impudent noses. The ethics of our business are the ethics of every other gainful profession or profit bearing enterprise. Why try to conceal it?

The progressive tendency of the times has converted every man, even the evangel, into a money-getter. Why try to make our fellow men believe what we ourselves do not believe by lifting the veil of ethics to cloak our real purposes?

The ethics of our business are to get business, just as the ethics of the medical profession or the clerical profession are to get business, and to get business we must make known to our fellows that we have business to do with them.

How can we establish, each for himself, a bureau of publicity and promotion that will give notice to the people of the respective communities in which we live that we are in business and want to do business with them, and after that get them to do business with us?

It is possible that the best answer is that the man that can conceive and execute such an enterprise successfully can command a salary exceeding that of the United States President, and at once assume a rank of importance that the world's benefactors have never dreamed of for themselves.

But if that is the best answer, it is not a satisfactory answer. What we want to know is how best we may use our resources and facilities to command trade and patronage that would not come to us by natural gravitation.

The resources and facilities of the trade are not common and universal. The Hardware merchant in villages and small cities does not command the sources of publicity that merchants in larger towns and cities command, and hence no general rule of publicity will apply to all localities with equal force.

For illustration, a merchant in the country may place a plow and a bag of fertilizer before his store, and that will announce to his zone of trade that he has plows and fertilizers for sale, and incidentally would imply that he had other staples in the Hardware line.

But the city merchant would announce himself a freak and also run the risk of getting himself into trouble with the constituted health authorities if he placed on the walk in front of his place of business a plow and a bag of fertilizer.

That would not advertise effectively to the city trade that he dealt in kitchen utensils, fishing tackle, screen doors, hammocks and lawn mowers. In short, it wouldn't be anything more than a suggestion that he was too lazy to take his farm supplies in out of sight.

Having this distinction in mind—namely, that what would be admissible advertising in the country might be absurd non-advertising in the city—we come at once to the question propounded by the subject assigned me.

Special leaders at special prices on anything in a sparsely settled region would be abortive, for the reason that with trade at its best the merchant must have normal profits on all goods sold, or else he cannot do business.

Special leaders at special prices on special sales days in large towns and in cities must depend largely on the originality, enterprise and popularity of the merchants making them—a gigantic success in one place might prove a lamentable failure in another, although the attractions are identical.

The measure of success that attends a special sale is not determined so much by the price of the article offered for sale as upon the reputation of the house offering it for sale. Let me make this clear: Suppose Jones offers a high grade lawn mower for $5, claiming that the regular price is $9 Ordinarily that kind of an offer, if generously advertised, ought to attract a large trade.

But Jones has the reputation of dealing in cheap goods.

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The public has been drawn to his store by cheap prices, only to learn his goods are cheap. Therefore his sale of lawn mowers turns out to be a chilling frost. He gets no more trade than he would had he advertised his special sale price. He has fooled the people once or twice, and that settled it.

Now, let Brown advertise a lawn mower worth $7 for $5 on a day named, and in the season when lawn mowers are in demand. The public knows that Brown can be relied upon. He sells a score or more of lawn mowers at $5 and saves himself from loss. The people believe that what Brown says is true. You catch the idea, of course. Jones made a failure; Brown made a success. Brown sold his mowers at cost and enough other goods to pay interest and running expenses.

Brown succeeded in his undertaking—namely, he advertised himself, and added to his sales the other goods purchased by the people who came to buy mowers, but would not have been sold or seen except for the special sale.

But will special sales of special goods out of season attract trade and prove profitable? No. No merchant can ever expect to make money by giving goods away. He must sell to make a profit. If he cannot do that, he would better get out of business before the Sheriff visits him.

The first condition of business prosperity is confidence, the kind that establishes belief. The merchant must be believed nowadays in order to get trade. The time when people liked to be humbugged and laughed over deceit in trade is long way past. The early theory of Barnum would not be popular now, as is proved by his opposite method in later life and the excellence of the show that now bears his name and the excellence of the shows of his competitors.

In speaking with an advertising writer on this subject a few days ago he said to me: "Our aim in advertising is not to win a reputation for printing sharp repartee, which might be our own or borrowed from another, but to state plain truths about things to wear in a plain way. We want our 'ads' read at the breakfast table along with our news of the day and commented on by the members of the family. We have special sales; some of them look surprising, but back of every inducement we put is the reputation of our house. We make our label the synonym of value; when we say $15 suits for $5, we mean that we are offering for sale suits that we ought to sell for $15, and our patrons know it is so. Our sacrifice! Some of the suits cost us $12. But if they would not sell for $15 this year they would not sell for it next year. Then there is the interest and per cent. at least to be added besides, and in the end sold at a discount. The value of these suits sticks out like a sore on your nose, and while we lose on the special sale, we always sell hats, furnishing goods and other things for profit enough usually to make the sale save us." J. Michell, the man whose success in business is amazing to all other merchants, is positive and outspoken about special sales. Said he: "First, I believe in telling the truth in my ads; tell it strongly and offensively if need be, but nevertheless tell it, and I do it in and out of season. If I find myself loaded up with a line of unsalable goods in my department, I charge them up to loss. My concern about them is to sell them at any price that will not demoralize prices on other goods of like nature. We do cultivate special sales." J. L. Hudson believes in special sales, but his special sales are on a large scale, and embrace whole stocks of goods instead of separate articles." T. B. Rayl is one of the cleverest individual advertisers in Detroit, having something special for every day and saying something about it in a specially clever way. H. C. Weber carries the most genial face of any man in Detroit. He is a firm believer in special sales at special prices on special days, but his hard common sense, coupled with his devotion to established principles in business, leads him to advise scrupulous adherence to truth in advertising such sales.

I gather from my observations, experience and conversation with the trade that special leaders on special days are all right, provided you know how to do it. You must have originality and adapt your sale to the field you have, or you can hope to do but little. Having these, use your windows artistically, your newspapers judiciously, and your common sense prodigally, and you cannot fail to get good results from special leaders at special prices and special sales days.

A discussion of this paper followed, which was participated in by Messrs. Weber, of Detroit; Carlton, of Calumet; Achard, of Saginaw; Popp, of Saginaw; Chamberlain, of Kalamazoo, and others.

A brief address was delivered by George W. Hubbard, of Flint, on "Advertising in Its Up-to-Date Phases." This was well received, and was followed by an address from Hon. William Alden Smith, member of Congress from the Grand Rapids district, who spoke on the expansion of American trade and the dissemination of American ideas.

THURSDAY'S SESSION.

The regular proceedings were opened on Thursday morning by the reading of a paper by J. L. Capen, of Detroit, who spoke on the following subject: "An Honest Hardwareman the Pride of the Michigan Hardware Association." In the course of his remarks the speaker said:

There is, first, a legal honesty—that is, an honesty which is just honest enough to keep out of the hands of the law. To this class belongs the closed front door of the saloon, while the alley door is wide open; the one-quarter off sale that is not a quarter-off sale and whose figures, from which a customer is to get the 25 per cent. reduction, are a lie and a cheat; the misfit clothing, in which the only thing misfit is the name and which has never been any nearer to a custom tailor store than the ordinary politician comes to telling the truth; the bankrupt sale in which the only bankruptcy that has occurred is in the truth-telling capacity of the so-called agent or trustee.

Do we, as a body, live up to this standard—low as it is? When this subject was first assigned to me I asked our worthy and well posted secretary if any of our members had ever been in jail or the house of correction, to which he replied on his honor as a gentleman that he had never heard of a Hardwareman in his life who had ever been detained a single minute as an inmate of such a place. This question, therefore, it is needless to argue. Seriously, however, if you will look around you in whatever city or town you chance to be in, you will see far less of this deceitful style of business among the Hardware stores than in any other line of business.

There is, second, the man who is honest because that is the best policy. Of this class Bishop Whately said: "Honesty is the best policy, but he who acts on that principle is not an honest man." I once heard the Rev. Dr. Reid, of the Southern Methodist Church, say, with an emphasis I shall never forget: "*Policy*—that catch word of the devil to lure his victims to their destruction."

The merchant who will not misrepresent his goods to a wealthy or influential customer because of his influence, but who will tell a poor man anything to make a sale, belongs to this class, and I shall leave it to you without argument as to whether he is an honest man.

Do we, as a body, live up to this standard of honesty? Candidly, I believe that there is less misrepresentation—or over representation—in our line than in almost any other; that there are more instructions given to clerks by Hardware merchants to tell a customer exactly what a thing is than in most of the other lines. Is that not your experience?

Passing over various other definitions or grades of hon-

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esty, we come to good, sturdy honesty—that kind that is honest for honesty's sake; that kind that does not feel like going out of the back door when some deceived customer comes in at the front door; that kind that meets a customer and looks him squarely in the face; that kind that goes home pleasant and cheerful at night knowing that if business has gone wrong there are at least no sins of deceit at his door; that Mr. Jones has not been told that the pocket knife he has bought from the 25-cent case is a genuine Wostenholm; that Mr. Brown has not been assured that the 50-cent square he bought is correct and accurate, or that the coffee pot which Mrs. Thomas insisted on buying as cheap from you as from your curbstone neighbor has not been deceived in thinking that she got a first and not a half dipped cull.

Are we, as a body, sturdily honest? I take my answer from some of the foreign letters which it has been the pleasure of our firm to receive, in which our correspondents say that they know when they get an engine, a machine, an agricultural implement, an electrical invention or a tool of American make, they know that it is honestly made and will do the work for which it is intended; they also know that if there should be a defect it will be remedied without a growl or a kick. They, therefore, pay more for tools and implements of American manufacture than for those of other makes, feeling sure that after all they are not paying too dearly for what they actually get. I might also take my answer from the honorable roster of Hardwaremen—the Ducharmes, the Buhls, the Fosters, the Standarts, the Morleys, the Blacks, the Bocks—but I might keep this up indefinitely and not name one the history of whose success was not epitomized in that one word "Honesty."

But, gentlemen, why go on? My teacher at school taught me that an axiom was a self evident truth, so why not say that my subject, "Honest Hardwareman—the Pride of the Michigan Hardware Association," is an axiom, and let it go at that?

The committee appointed on the president's address reported with a recommendation "that the executive committee correspond with other State organizations relative to forming a national organization of retail Hardware merchants and that a committee of three be appointed to secure new and improved legislation relative to the power to garnishee; they do not concur in the proposed reduction of annual dues, believing it safer for another year at least to continue the present dues, and they refer the matter of county organizers to the incoming executive committee."

On motion, the report of the committee was accepted in full.

ELECTION OF OFFICERS.

The following gentlemen were appointed a committee on nominations of officers for the coming year: C. M. Chamberlain, B. A. Wright and W. J. Boyce. They recommended the election of the following gentlemen, all of whom were chosen unanimously:

President: C. G. Jewett, Howell.

Vice-President: W. J. Boyce, Port Huron.

Secretary and treasurer: Henry C. Minnie, Eaton Rapids.

Executive Committee, two years: J. B. Sperry, Port Huron; G. W. Hubbard, Flint.

Investigating Committee: T. Frank Ireland, Belding; S. P. McDonald, Bay City; Jacob Stahl, Lansing.

Transportation Committee: H. C. Weber, Detroit; F. M. Brockett, Battle Creek; S. F. Stevens, Grand Rapids.

President-elect Jewett was called to the chair, and accepted the honor conferred upon him in a neat and brief speech.

It was agreed that the next annual meeting should be held at Detroit.

One of the pleasant features of the convention was the presentation to ex-President Bock of a handsome gold-headed ebony cane as a testimony of the high honor in which he was held by the members of the Association. After the appointment of an entertainment committee for the coming year, consisting of W. Smith, F. J. Martz and H. C. Weber, of Detroit, the convention adjourned, with a vote of thanks to all who had done anything to make the convention a success.

On Thursday afternoon a steamboat excursion on the Detroit River was tendered the guests by the following Detroit concerns: Michigan Stove Co.; Buhl, Sons & Co., Fletcher Hardware Co., Standart Bros., Detroit Stove Works, Wm. Reid, Boydell Bros., Freeman, Delamater & Co., Peninsular Stove Co., Acme White Lead & Color Works, H. D. Edwards & Co., Peninsular Lead & Color Works, Detroit White Lead Works, Art Stove Co. and J. T. Wing & Co. It was a success in every sense of the word.

LIST OF MEMBERS OF THE ASSOCIATION.

The following is a complete list of the present membership of this Association:

The Jennison Hardware Co., Bay City.
McDonnell Hardware Co., Bay City.
Sawyer & Havens, Bellevue.
T. Frank Ireland, Belding.
D. M. Hunter, Burt.
Carlton Hardware Co., Calumet.
Jas. McNamara, Calumet.
Lazelle Bros., Caro.
Reed & Harver, Carsonville.
H. C. French, Cassopolis.
French & Hayden, Cassopolis
F. H. Gibbs & Co., Coleman.
C. E. Baird, Colon.
Munger & Jennings, Charlotte.
Barber & Spencer, Charlotte.
J. L. Collisi, Charlotte.
Taylor Bros., Adrian.
Wilcox Hardware Co., Adrian
Austin & Smith, Albion.
Geo. E. Dhan, Albion.
O. H. Gale, Albion.
D. C. Allen & Co., Coldwater.
M. E. Mann, Clio.
Casper, Gnau & Co., Detroit.
A. Lemke, Detroit.
Chas. A. Strelinger & Co., Detroit.
Henry C. Weber & Co., Detroit.
J. W. Drury, Detroit.
Casper Hoffman, Detroit.
J. Gottfield, Detroit.
D. S. Phelps, Detroit.
T. B. Rayl Co., Detroit.
J. G. Patterson, Detroit.
F. Marriott, Detroit.
Geo. J. Sexauer, Detroit.
Hunt, Roehring & Noah, Detroit.
W. P. Kutsche, Grand Rapids.
Rutka-Hamilton Hardware Co., Grand Rapids.
F. Alberts Hardware Co., Muskegon.
F. A. Turner. Caro.
F. J. Martz & Co., Detroit.
J. S. Stendel, Detroit.
Geo. J. Schiefer, Dundee.
Quish & Olsaver, Dexter.
T. S. James, Dexter.
Wright Bros., Davisburgh.
G. E. Bishop, Dowagiac.
John Schmitt, Dowagiac.
W. M. Vroman, Dowagiac.
E. F. Knapp, Eaton Rapids.
Minnie & Bromeling, Eaton Rapids.
E. Olson, Escanaba.
W. W. Oliver, Escanaba.
J. H. Whitney, Merrill.
Casper Czizek, Mt. Clemens.
R. C. Ullrich, Mt. Clemens.
E. S. Martin, Morrice.
O'Leary Bros., Marshall.
Casper Hardware Co., Marshall.
W. E. Bosley & Son, Marshall.
Geo. Vernier, Jr. & Son, Mendon.
Frank D. Pratt, Middleville.
The M. R. Manhard Co., Newberry.
A. M. Southworth, North Lansing.
Price & Smith, North Lansing.
John Montague, Niles.
O. H. Heath & Son, Ithaca.
Loeser & Lehr, Jackson.
Barnard, Smith & Co., Jackson.
The Edwards & Chamberlain Co., Kalamazoo.
Eberbach Hardware Co., Ann Arbor.
James E. Harkins, Ann Arbor.
Prindle & Larned, Kalamazoo.
Henry Rennier, Niles.
H. M. Post, Owosso.
H. E. Easton & Co., Petoskey.
Harvey Shook, Pinconning.
M. Connor & Son, Plymouth.
J. B. Sperry, Port Huron.
S. L. Boyce & Son, Port Huron.
H. B. Seagraves, Pontiac.
Stoddart Bros., Reed City.
Saginaw Hardware Co., Saginaw.
Morley Bros., Saginaw.
Geo. Walz & Co., Saginaw.
Emil Jochim, Saginaw.
Popp & Wolf, Saginaw.
G. W. Bruske, Saginaw.
Solms Bros., Saginaw.
Tower Hardware Co., Muskegon.
H. B, Gunniss, Algonac.
C. E. Pipp, Otsego.
J. J. Post, Cheboygan.
J. E. Cuery, Cheboygan.
John C. Smith, Saginaw.
McDonald Bros., South Lake Linden.
P. M. Church & Co., Sault Ste. Marie.
Wood & Thoenan, Sault Ste. Marie.
H. P. Evert, Stockbridge.

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C. E. Par & Co., Flushing.
G. W. Hubbard, Flint.
Algoe & Miller, Flint.
Foote & Church, Flint.
Foster, Stevens & Co., Grand Rapids.
Bolton & Co., Gaylord.
Albert Krouse, Grayling.
Weissert Bros., Hastings.
Goodyear Bros., Hastings.
Geo. F. Gardner, Hillsdale.
Geo. N. Smith, Hillsdale.
C. E. Lawrence, Hillsdale.
Kanter Bros., Holland.
C. G. Jewett, Howell.
H. B. Webber & Co., Ionia.
The John W. Jochim Co., Ishpeming.
John Van Male, Kalamazoo.
Muehling & Schmidt, Ann Arbor.
Schumacher Hardware Co., Ann Arbor.
Abell, Phillips & Co., Allegan.
Richards Bros., Au Sable.
V. C. Wattles, Battle Creek.
Chas. F. Bock & Son, Battle Creek.
L. B. Brockett & Son, Battle Creek.
G. A. Du Boice, Battle Creek.
Rechlin & Frank, Bay City.
The Menominee Hardware Co., Menominee.
St. Louis Hardware Co., St. Louis.
Allen Crawford & Son, Springport.
G. T. Gready, South Lyon.
Satterwaite Bros., Tecumseh
John Griffith, Three Rivers.
A. R. Barrett, Union City.
H. W. Weber, West Bay City.
Mohr & Standacher, West Bay City.
Geo. L. Mosher & Co., West Bay City.
G. W. Bloodgood & Co., Wyandotte.
Gartner Bros., Wyandotte.
Frank I. Carpenter, Ypsilanti
Harding & Schaefer, Ypsilanti.
Boerman & Borgard, Kalamazoo.
John De Viser, Kalamazoo.
Joseph Pearce, Lake Linden.
The Burgan Hardware Co., Lawrence.
Jacob Stahl, Lansing,
Chas. M. Norton, Lansing.
Sabin & Creyts, Lansing.
A. D. Hensell, Lansing.
Smith & Weston, Lansing.
V. H. Grout & Co., Leslie.
Scott Bros. & De Lisle, Marine City.
Zimmerman Bros., Marine City.

Brass Goods Mfg. Co.'s New Catalogue.

The Brass Goods Mfg. Co., Nos. 86 to 92 Third Street, Brooklyn, N. Y., with New York office, No. 117 Chambers Street, under the management of W. F. Brainerd, have just issued, under date of July 15th, the most elaborate and handsome catalogue of their varied production which they have ever published. It forms an attractive pamphlet of 120 pages, bound in stiff covers, the contents of which are fully illustrated throughout, and embraces their entire production in brass and bronze Hardware, including builders', cabinet and refrigerator Hardware, and chest and box trimmings in greater variety than ever before exhibited in previous publications. The construction of this volume enables the company to convey an idea of the increased line of "special goods" made by them for a long time, of which they claim to make the largest and most complete assortment of any manufacturer with whom they acknowledge competition.

A complete price list of twelve pages accompanies the volume, in which list prices are given covering every finish in which the goods are produced, and including dipped brass, polished brass, bronze metal, nickel-plated and old copper.

The catalogue is carefully indexed under 150 headings and is well worthy of the attention of the up-to-date Hardware dealer, who has only to make the request to have it added to his working library.

The attention of our readers is called to the announcement on page 34, of the Cary Mfg. Co., having reference to the sustaining by Judge Lacombe of their letters patent No. 403,247, relating to "Reels of Box Strapping," they having been compelled to protect themselves against parties offering goods similarly made, which they claim infringed their well-known patents.

Herr Oil—Haf you heard dot dog of mine ate a tape measure und died?

Herr Kut—I suppose he died py inches, nicht var?

Herr Oil—Aber nit; he vent oudt in der alley und die py der yard.—*Columbia Spectator.*

Two "Business" Letters.

Sometimes we receive an order from a man who has no credit rating and about whom we can find little or no information. To such a man we send a bill in advance and mention the fact that we are unable to obtain any information about him, and that as he is an entire stranger to us and has not sent any reference, we are obliged to ask cash in advance, with the hope that he will accept our letter in the spirit that it is sent and make remittance, deducting cash discount. Nine times out of ten such men get mad, cancel the order and tell us to go anywhere except to some comfortable place. Sometimes there is a pleasing exception, as per the following letter, place and signature omitted:

"Josif Dixon Crucibal Co.

Gentlemen. Yours of the 24th at hand and contents noted. you did rite in sending your bil in advance of your shipment and the same is agreeabal to me you will find inclosed a cashiears check for the amount 17.60 and i wish you to ship the graphite at once from pier 36 east river as that will get it here in the shortest time and I am in a great hurry,

I furnished the brad street co Boston with a statement of my afairs they are not very good but i think you will bee pleased to doo bisnes with me when you get aquainted. If I have good sucess with the paint could i not make arrangements with you to controol this section of the country no one handles it hear but if i work up a traid thare is always some who wants to jump in and spoil it.

remember if the goods are all rite and like sample I had just as soon pay before as after.

Yours. Respectfully."

His letter shows that he is not exactly a college graduate, but he more than makes up by his good nature and horse sense for his want of education.

Quite a number of the firms who write letters for *Hardware* and whose advertisements appear therein, do an extensive export business. We wonder if they are always careful to get the very best translators possible? If they do not, then their catalogues and circular letters may have the same effect upon foreigners as some of the efforts of foreign translators have upon us. Witness the following, signature and place omitted:

"We call your attention relating to the principal articles of our extent of business, about which you can deign to take annotation, in order to send us your recommendations, which we wish to preserve with the preciseness, activity and energy what are of our character.

We export: Pine-apples, planes, cocoas, pelts, tobacco, aguacates, chocolate nuts, coffee, dyeing woods, pearls and fine shells, Mexican antiquitys and curiositys, and all class of tropical products and national manufactures.

We import: Set of tools and iron works for husbandmen and manufacturers, movable goods, bicycles, typewriters, fine perfumes, and soaps, sew machines, paper and writing materials, tapestry, lamps, public places machines, wines, alcohols, drugs, conserves, metallics roof tiles; cotton, wool, linen and silken cloths; leathers, hats and robe, carriages, boats, musical instruments, oils, fotografers' materials, printers' effects, purse, table and wall watchs, etc., etc.

If you have Remainders and Castigated Effects, we can take it for sale, with a reasonable discount.

English and Spanish correspondence."

Jersey City, N. J. JOSEPH DIXON CRUCIBLE CO.

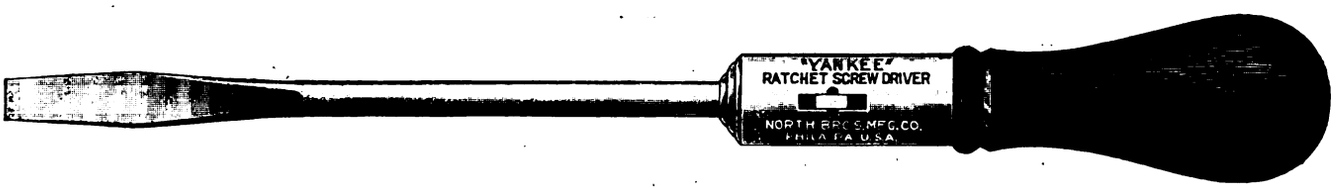
Strange mistakes, clerical and otherwise often come under the notice of a manufacturer. In these days of stenography and typewriting it is not unlikely that they may increase, judging by the following. A manufacturer got an inquiry from abroad for a number of sundries, and among other items was one for a certain quantity of "14 in. raw tacks." Here was a poser, but suddenly it dawned upon the manufacturer that it was intended for "14 oz. wrought tacks," and this turned out to be correct. The inquiry had been dictated to a shorthand writer, who had converted it into the extraordinary jumble quoted above.—*Exchange.*

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NEW GOODS AND SPECIALTIES.

"Yankee" Ratchet Screwdriver.

When the North Bros. Mfg. Co., Philadelphia, Pa., place anything upon the market, it can be taken for granted that it is just what it is represented to be, and that it is first-class in workmanship and the other essentials. These remarks fully apply to their "Yankee" Ratchet Screwdriver, No. 10, for right and left hand. The makers call attention to the fact too often ratchet screwdrivers possess one very serious drawback in practical use—that the friction in ratchet mechanism is so great that unless a screw is first made tight in wood by some other means the ratchet screwdriver turns the screw out in its backward movement as fast as it is driven in by the forward movement of the driver. "The screw is simply turned in and out, no progress made in getting it to its place. The blade of driver, instead of remaining at rest during backward movement, is carried back by the excessive friction of ratchet and pawls, and the screw with it, except the screw is first driven tight enough in wood to outbalance this friction." These ratchet drivers are described as quite noisy in their operation and unhandy to change from right to left. They add: "The Yankee Ratchet Driver overcomes all these faults. The friction in ratchet mechanism is so slight as to be hardly felt; the backward movement is as easy as in a good stem-winder and just as noiseless. When a screw is screwed in it stays where put, and is not screwed out when handle is turned back. The construction of ratchet and pawls is such that neither can bend or break, wear or get out of order, and permits a very compact arrangement, making the tool more convenient in size and shape, of less weight, and also the making of smaller sizes of tools than have heretofore been made. The adjustment for right or left hand is exceedingly simple. For right hand or to ratchet a screw in, push the slide to end of slot towards bit; for left hand or to ratchet a screw out, push the slide towards handle of driver. If the slide is placed midway between ends of slot, the blade is held rigidly and the driver can be used as an ordinary screwdriver with fixed blade. The materials and workmanship are of superior quality in every detail. The drivers are strong, durable, handsomely finished, and sold at interesting prices. Made in the following sizes, packed one-half dozen in strong paper box: 2, 3, 4, 5, 6, 8, 10, 12 inches."



"YANKEE" RATCHET SCREWDRIVER.

The "Yankee" Spiral-Ratchet Screwdriver.

We also call attention to the North Bros. Mfg. Co.'s "Yankee" Spiral-Ratchet Screwdriver, No. 30, an illustration of which is shown in this connection. The great advantages which it possesses, as pointed out by its manufacturers, are simplicity, compactness, strength, durability, and the fact that it can be used as a rigid screwdriver in any part of its length, as well as to push or ratchet screws in or out. The change from right to left hand for either push or ratchet is made by simply moving the slide to either end of the slot. When the slide is moved towards the bit it works right-handed, either to push or ratchet the screw in—pushing the screw in as far as it will go—and without removing the hand from the driver or making any change whatever, turn the handle forward and backward and the screw is ratcheted into its place. "When slide is moved to end towards the handle it works left-handed, either to push or ratchet the screw out. When screw to be removed is tight in wood, use ratchet movement first and when loosened draw up handle and push down, thus withdrawing the screw. The ratchet movement can be used in any part of the length of tool for either right or left hand. When slide is placed in centre of slot the rod is held rigidly and tool can be used as an ordinary screwdriver, and this at any point in length of rod. When extended, this gives a very long screwdriver. The feature of using as a ratchet or as a rigid screwdriver at any part of its length, is not found in any other tool of this kind." The makers call further attention to the fact that the construction of the ratchet and pawls permits of a very compact arrangement, making the tool convenient in size and of light weight, yet of strength in these vital points. They continue: "Neither pawls nor ratchets can bend, break or get out of order. The friction in ratchet mechanism is so slight as to be hardly felt; the backward movement, like our Yankee Ratchet Driver, is as easy as in a good stem-winder, and quite as noiseless. The nuts working in spiral are of brass, and with the spiral grooves in rod, are so designed that the wear has been reduced to a minimum. A long-continued test in our factory shows that after driving fifty thousand screws with one tool there is no perceptible wear in the nuts. The chucks for holding the bits is simple in construction and positive in its hold on bits. When the sleeve of chuck is pulled down towards handle the bits can be put in, and when released it moves back to its place, holding bit fast. This sleeve is loose on chuck, so this end of tool can be readily held when in use, the chuck revolving inside of sleeve. Three bits are included with each tool. The extreme length of tool with bit in chuck is 13½ inches when closed, and 19¼ inches when extended."

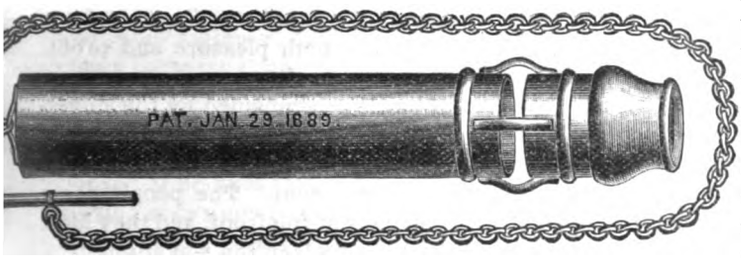


"YANKEE" SPIRAL-RATCHET SCREWDRIVER.

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Springfield Single Tube Whistle.

C. Rogers & Bros., Meriden, Conn., manufacturers of bicycle sundries, are placing on the market the Springfield Single Tube Whistle, shown in this connection. It carries



its own explanation, and is described as finely finished, useful, made in a workmanlike manner, good seller, and guaranteed to be all right in every respect.

Recent Trade Publications.

"Graphite as a Lubricant" is the title of a publication, of which the sixth edition has just been published in a revised form, by the Joseph Dixon Crucible Co., Jersey City, N. J. This treats of graphite scientifically and practically, showing its value as an accessory to engineers and machinists. In a note of introduction, the publishers say: "The development of high speed and great power machinery of the day has made the question of successful lubrication more serious than ever before. The compound engines, the great motors, the heavy shaft lines and gears, now so common in the large power plants and mills, present many new questions of friction and lubrication. With superheated steam and high pressure there is difficulty in properly lubricating steam cylinders and valves. Under these conditions pure flake graphite has solved so very many of the problems that it would seem to be the key to solve many others. A prominent engineer once said, 'The more solid the lubricant that can be used in any place, the better the lubrication;' and Dixon's Ticonderoga Graphite is a solid flake graphite of marvelous smoothness, toughness and endurance. It greatly increases the life and lubricating value of any oil, tallow or grease to which it is added. During the past few years the sale of this particular graphite has more than doubled. It has been thoroughly tested on locomotive engines, stationary engines, marine engines and pumping engines, with results surprisingly satisfactory to even the strongest advocates of graphite lubrication. We are confident that the following pages will prove convincing evidence to the careful reader. It must be borne in mind at all times that the difference between a perfectly pure graphite and one almost pure, but still totally unfit for lubricating, cannot be detected by either sight or touch; the buyer's only guarantee of the purity is the name and reputation of a responsible manufacturer."

The Stowell Mfg. & Foundry Co., South Milwaukee, Wis, have shown considerable good taste in the preparation of their "Stowell's Booklet," which has just been published. It is very artistic in appearance, having a red cover, with the title in embossed silver, while the inside pages are pure white and printed in blue ink. This comes about as near to a patriotic demonstration in favor of Old Glory, or the Red, White and Blue, as the pamphlet of a manufacturing concern could well issue. On the first page is a handsome portrait of Hon. John M. Stowell, president of the company, while on the other pages are views of their extensive works at South Milwaukee, their door hangers, steel rails, door stay roller, shoe lasts and stands, tackle blocks, hot air registers, etc.

Up to date, the Westinghouse Air Brake Co. has equipped 650,000 cars and 30,000 locomotives with the new quick-action brake, and has orders for many more.—*Ex.*

Review of the Markets.

Hardware: Preparations are being made by the travelers for an early resumption of their paths of traffic. Vacations have been the order of the day throughout the trade and the season with its successive weeks of abnormally hot weather has afforded a good reason why an abstention from too close attention to business might reasonably be entertained. The dullness usually the most noticeable feature of a summer's traffic, has not known this season that entire suspension from trade influences which have characterized previous summers for several years, but have had indications manifested that the encouraging outlook will be followed by a healthy resumption of traffic.

Wire Nails: The market on wire nails keeps fairly well sustained in price considering that enquiries are becoming more frequent having reference to possible requirements of a month later. Manufacturers are not disposed to weaken the market by making lower quotations than have prevailed for some time past, although it is believed large specifications for immediate shipment might meet with a more encouraging response. Production being limited on account of annual factory changes and cleaning up generally, keeps the market from the necessity of working off an accumulated overstock, although stocks on hand are good enough to encourage prompt shipments when required. It is believed the retail stocks throughout the country will be run down to the lowest limit and that a large general demand will be the feature upon the opening of the Fall trade. Present prices may be quoted at $1.30 f. o. b. mill, on large specifications to jobbers, carload lots to retailers being held at $1.35. New York prices are as previously noted, $1.45 for carload lots on dock, and $1.55 for smaller lots from store.

Cut Nails: The market on cut nails remains in about the same slow and sluggish condition recently referred to, and probably awaits the general spirited movements of trade due some weeks later, the demand at the present time being even lighter than usual. We quote New York prices as being without change. Carload lots on dock, $1.17½ to $1.20. Smaller lots from store, $1.25 to $1.30.

Door Check and Spring: John Toler Sons & Co., Newark, N. J., W. H. Quinn & Co., No. 103 Chambers Street, New York, agents, announce the following list prices on Toler's liquid door check and spring, just placed upon the market. Tho discount to the trade is 40 per cent.:

Letter O.	For telephone booths, screen doors, etc	$3.00
" A.	For light inside doors less than 3 feet wide	4.00
" B.	For light outside, or inside doors less than 3 feet 5 inches	5.00
" C.	For heavy inside or outside doors less than 3 feet wide	6.00
" D.	For doors less than 3 feet 0 inches wide	7.00
" E.	For heavy storm and outside doors	8 00

Binder Twine: Nothing especially new to report. Prices remain steady and without speculative interest, as the stocks in the hands of jobbers are being rapidly disposed of and the season is nearing an end. Factory quotations remain without noted change and are still ruled by the prices now current for some time. We quote as follows for carload lots, f. o. b. Eastern factories, with the usual advance for smaller quantities:

White Sisal, 500 feet to the pound	per pound,	12 cents.
Standard, 500 feet to the pound	"	12 "
Manila, 550 feet to the pound	"	13 "
Pure Manila, 650 feet to the pound	"	14 "
Travers Ex. Hemp, 500 feet to the pound	"	9 "

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of July 20th, quote as follows: In lots of less than 5 barrels, 38 cents per gallon; in lots of 5 barrels or more 37 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CHICAGO TRADE.

There has been no decrease in the number of our orders thus far, though July is usually a slow month in Hardware.

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We noticed a slight lessening of business two or three days after the Fourth, but since then have kept full of orders.

The trade in snaths, forks, scythes, corn knives, freezers, etc., has been reasonably good this summer, and goods in the main, while cheap, are going at steady prices; in fact, with the increased expenses for doing business, owing to war taxes, goods cannot be offered at our present low prices.

A few of our employees are on their annual vacation. Our traveling salesmen report splendid prospects for crops, a contented, cheerful and confident attitude displayed by their retail customers, and the expectation of doing at least double the business next Fall that we had in 1897.

With the largely increased business we have had this year, (one month over 100 per cent. increase), and the difficulty at times in securing goods enough to fill our orders, it seems strangest of all that retailers continue to order in such small quantities so that we are absolutely unable to gauge their requirements. It is true that they re-order and re-order again and again, but with the prosperous times we are now experiencing, it would seem to us wiser to make their first orders in full large quantities. This insures less trouble and expense in getting out their orders, more prompt shipment, and a stock on hand at the proper moment when consumers call for the goods.

Wells & Nellegar Co.

THE PHILADELPHIA TRADE.

Midsummer is not a time favorable to vigor or energetic trade reports, and trade of that nature is not to be expected. As yet, jobbers have hardly recovered from the holiday quiet, although salesmen are now being fitted out for the road, and in a few days we should see the beginning of fall trade Anticipations of hope are everywhere heard, that the fall trade will be very satisfactory, and prophets are not lacking in predicting higher prices, and it is to be hoped their predictions will prove true. Certainly there has scarcely ever been a time when indications were more hopeful, and, unless all signs fail, we can soon see more than a fair demand for goods.

Changes in prices in the last few weeks have been very uneventful—everyone is waiting for developments—and prices fluctuate but little.

The new stamp tax is working very satisfactorily, and it gives us pleasure to state that dealers throughout the country seem mindful of their obligatious in this respect, and checks, drafts and notes are cheerfully stamped in order to give "Uncle Sam" the wherewithal to carry on the war. We hope, however, this war will be pushed so energetically that decisive results will soon bring about a return of peace, when we feel trade will quickly respond.

Biddle Hardware Co.

THE CLEVELAND TRADE.

Business associations cannot be useful unless confidence in each other is maintained, and each member must suspect himself before he does others. If competitors are to be regarded as enemies and treated so, it violates not only the moral law, but one of the most important business rules, the result of which is only evil. The moral law is of no use unless it is a practical rule of life, that helps to success.

To tell a man that he ought, or ought not do a thing unless a reason is given, is impertinent. Any business man who fails to do his full share to cultivate friendship with his competitor, makes a serious mistake. If there be a disparity in financial conditions, it is the duty of the one having this advantage to lead in promoting this friendship.

No business man can afford to neglect the amenities of life, for his personal interest will be promoted by having the respect of his competitors; besides his respect among the best men in the community will much depend on his treatment of his competitors, as this is sure to be taken as a measure of his manhood.

It pays to be manly as well as honest. This is a subject well worth discussion in business organizations, as their success will depend so largely upon mutual confidence.

The opinions we hold of our competitors will be improved, the evils of competition modified, and the strain of business lessened, demonstrating that ethics and interest are in accord, as it will result in both pleasure and profit. Arbitration is better than war in business.

Success on the field of battle accompanied by the cheerfulness with which the war taxes are being paid, is a great honor to the country. The express companies seem to be alone in trying to evade its payment. The people seem glad to cooperate with the boys at the front, and they have the money to pay with and also to loan the Government.

This is a goodly land called to a great work, with seventy millions of loyal people ready to dare and die for liberty. The first half of '98 has given business men hope and courage, and trade is remarkably good for July.

The Lockwood-Taylor Hardware Co.

THE OMAHA TRADE.

There is too much weather and too much busiuess, to review the situation philosophically, and in view of the condition of the thermometer and trade, we can only say that we have all on hand that we can take care of, as both business and the thermometer are uuusually active for the time of the year. Rector & Wilhelmy Co.

THE PITTSBURG TRADE.

If the "signs of the times" mean anything, they surely mean a big trade this fall—big crops all over the land, good prices for them, with good demand from foreign buyers, the silver question laid on the shelf, and our money as good as that of any other nation, capital seeking investment as low as 3 per cent. when assured of safety. All these conditions point to an increased sale of goods in the country, and the starting of new enterprises which have been deferred.

Low prices in Hardware continue, and manufacturers seem afraid to attempt any advance, although not getting a living profit. Nothing but a big lot of orders overcrowding the order books will give them the necessary backbone. July business is quite good in a jobbing way, and keeps us well employed. Vacations being in order, the reduced force find all they can do to keep up with orders coming in by mail. Logan-Gregg Hardware Co.

THE KANSAS CITY TRADE.

Since our last letter the unfavorable condition of weather, roads, etc., has greatly improved and the normal condition of business has returned.

Up to July 1st, when the quietness in trade is noted as a result of "harvesting," ourselves and our friends in this particular section have nothing to complain of, justly.

In certain lines of seasonable goods the trade has been of an unusually heavy character. In truth, we can report a very large increase. Our sales of gasoline stoves, refrigerators, wire cloth, screen doors, etc., are not "out of sight," but a "sight" greater than ever before. As an instance, we will cite the late sales in about five weeks, of fully 1000 gasoline stoves.

Kansas City as an industrial, business, manufacturing, social, political, moral and packing-house center is strictly "in it." This is not classical language, but blessings on a language which can mean so much when you use so little!

With each recurring month her wholesale trade advances in all lines. Our dealers in Hardware and allied lines are among the forces, not skirmishers at the front nor skulkers in the rear, but along in the "middle" where it's safest.

The implement business of this town is the world's record breaker, and our large houses are doubling their capacities now.

The prospective returns from the immense acreage of wheat contiguous to this territory are not so flattering as

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was anticipated four weeks ago. The grain suffered greatly from rust, and other fields from hot weather at the moment when cool was needed, so that the berry is shrunken, as well as the yield. However, if any of the people in the effete East think they are cute enough to out-do his once Napoleonic highness, Mr. Leiter, the farmers will be glad to have them try it on. The Hardware dealers will smile and reap the benefit. Dollar wheat makes the credit man happy, and the traveling man dreams of higher salary and promotion to married life, if single, and a place in the "house," if he likes that work. We suppose there are few traveling men unmarried or unambitious.

There are no changes in prices directly affecting trade. Rope has been "rising" faster than yeast cake ever made your cook's bread "hump." The twine dealers have made an immense profit.

The trade on field fences, poultry netting, etc., holds up late and well. We are stocking up heavier than usual for Fall trade in barb wire.

Our bank clearances you will find each week well to the front, and our patriotism is at 212° any moment.

GILLE HARDWARE & IRON CO.

THE PORTLAND TRADE.

The past six months have been characterized by a very unsatisfactory business in the East, but by a most encouraging trade in the West.

Here we have felt the full force of the depression due to the war, but thanks to our energetic army and navy, this has now given place to confidence, and business for the past month has received much of its old-time swing, keeping jobbers generally well occupied.

We cannot now see any good reason why the last half of the year should not be as good, at least, as the last half of 1897. We shall lose in some lines of builders' Hardware, but we expect this will be more than offset by greater activity in other branches, due to the increased amount of money put in circulation throughout the country.

Our business men were never in better condition to make the most of the advantages gained in our war with Spain, and will be more aggressive than ever in foreign markets, seeking to increase our already large export trade.

The business that will come to us from Cuba alone, when once the people feel safe to take up peaceful pursuits again, will be no small amount. Ravaged by war for the past four years, driven from their homes which have been burned or destroyed, destitute of any tools with which to cultivate their fields again, they must become large purchasers, and the United States will in all probability receive the largest part of their business. They will also, for a time, be very heavy buyers of our food products, owing to the utter destitution that now prevails throughout the whole island.

This, of course, is looking at the case from the selfish side, but in the light of increased taxes for prosecuting the war, we may be pardoned for trying to find some redeeming feature. We most sincerely trust that Spain will soon see the utter folly of prolonging a struggle which can only bring her defeat and loss of both men and treasure.

Summer vacations are now in order, and most jobbers are short-handed, keeping those left in the stores about as busy as they were when business was at its best.

Collections are rather slow, but we do not hear much complaint.

The weather continues favorable for our agricultural friends, and everything points to bountiful crops.

THE EMERY-WATERHOUSE CO.

THE TOLEDO TRADE.

Trade for the last six months, from January to July 1st, has been quite satisfactory in general. Prices, as a whole, have remained about the same at the end of the six months as at the beginning, of course, excepting a few articles, as cordage, etc. Trade at the present time is not very brisk, but no doubt it will soon gather more strength, so that there will be quite a heavy business for the fall months.

The factories in this neighborhood claim that they are all quite busy and have orders for some time to come. Collections could be somewhat better. No doubt a good many farmers will hold back their grain for an advance in price, expecting that they will reap a larger price in holding back.

Prices in general have not changed very materially, although we notice a weakness in tinware, linseed oil and a few other goods. White lead, on the contrary, and all lead products show an advance.

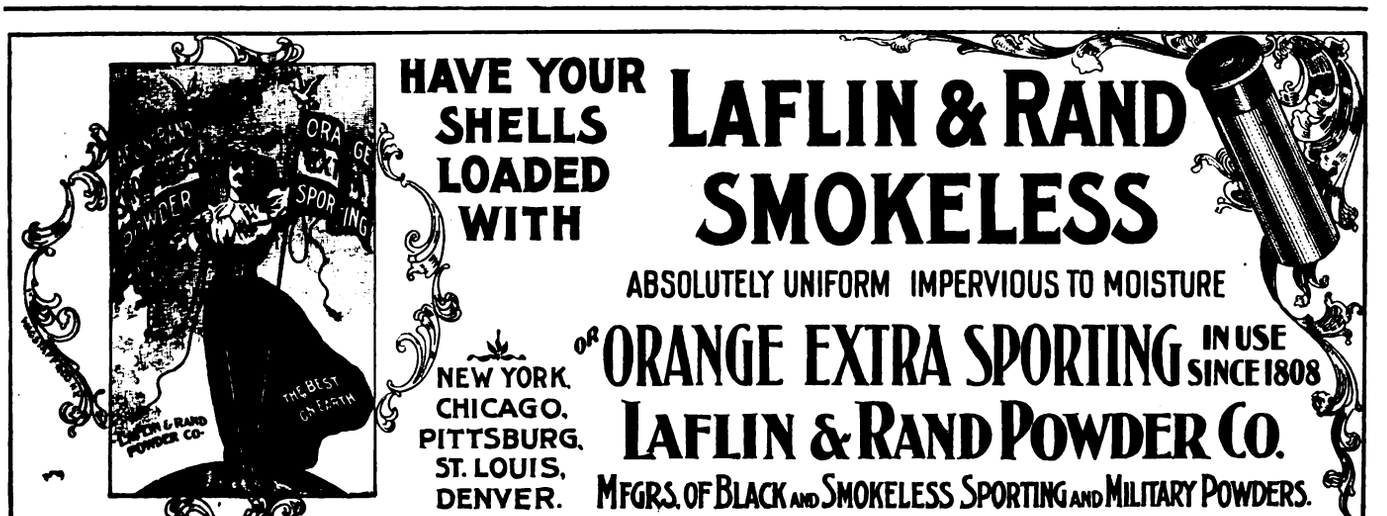
STOLLBERG & CLAPP CO.

Not to the Army, But the Woods.

A Baltimorean had occasion to visit his country property the other day. His colored cook wanted to know "What was de news in town, sah?" The gentleman replied that he thought there would be war, and said jokingly, "I suppose I'll have to be looking for another cook, Bob, for you'll go in the army, of course." "Youse'll have to look for a new cook, boss, dat's sho'; but dis nigger ain't a-goin' in no army, sah. Dis nigger'll go in de woods, and go fur, too."—*Nebraska State Journal.*

We have received from Weaver, Palmer & Richmond, Rochester, N. Y., an evidence of their excellent taste, in the form of a buff morocco card case and stamp-holder. The case is of the best material and workmanship, being intended, we presume, as indicative of the quality of the firm's goods, and the name of the latter in gold letters on the inside adds to its attractiveness.

Manganese deposits in Cuba are abundant.—*Ex.*



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New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

STANLEY'S
IMPROVED BUTT GAUGE.



A Metallic Butt Gauge, having one bar with two steel cutters fixed upon it. When the cutter at the outer end of this bar is set for gauging on the edge of the door, the cutter at the inner end of the bar is already set for gauging from the back of the jamb. The other bar has a steel cutter to accurately gauge for the thickness of the butt.

The form of this Tool is convenient for carrying in the pocket. It is so constructed that the bars cannot fall out of the stock

No. 95. Nickel-plated Butt Gauge, one in a box, $0.75

Fighting Preferences.

The legislative committee of the New York Credit Men's Association will take into active consideration the resolutions passed at the convention of the National Association in June. They are as follows:

Believing that preferences are vicious in principle, demoralizing to trade, and their permission conducive to failure and dishonest action, therefore be it

Resolved, That it is the sense of the Association that special efforts should be made, in all of the States of the Union where necessary, to secure the enactment of a law forbidding preferences, excepting for wages covering services rendered during ninety days prior to the suspension.

Whereas, In cases of assignment for the benefit of creditors to be followed by the appointment of an assignee, receiver or other trusteeship, a trust property is created in behalf of the creditors, and

Whereas, In most of the States there is no statute compelling such trust officer to inform the creditors of the trust so created; be it

Resolved, That the local Associations be directed through their law or legislative committees to present to the legislatures of their respective States a bill to be enacted making it compulsory that such trust officer inform the known creditors by mail of the creation of said trust; and

Resolved, That immediately after the filing of the schedules and inventory it be also made mandatory that a copy of the schedules and inventory be mailed to the creditors showing the aggregate of each item of the assets and liabilities, and that a discharge of the trust should be denied unless with the necessary proof now to be filed under the law, an affidavit is filed showing full compliance with the law in this regard.

No doubt they will be approved of as a whole after due discussion and consideration. This will be very important as bearing upon some of the laws of this State, and will be a step towards mitigating some of the troubles that creditors lie under in seeking their rights.

Bristles From Abroad.

Almost all the bristles used in this country in the manufacture of brushes are imported, and notwithstanding the increased production of pork in this country the supply of American bristles is now even smaller than it formerly was. Hogs are fattened and killed young in this country, and with the constant and widespread improvement of the breeds here the hogs have run less to bristles. Some extensive packers collect bristles, but the American supply is probably less than 1 per cent. of the consumption. The longest American bristles are about four and a half inches in length.

Imported bristles come from various parts of Russia, but most largely from Poland and North Germany. Some finer soft bristles come from France. The bulk of the supply comes from cold countries, where the hogs are well protected by thick coats, and many of the bristles are those of wild hogs. The hogs shed their coats as many other animals do, and there are men who gather the bristles of wild hogs, knowing their haunts and where the bristles are to be found. Other bristles are collected in the usual manner when the hogs are killed. The bristles are subjected to various processes of curing and preparation before they become commercial bristles and ready for the market.

Imported bristles range from three and a half to seven and a half inches in length. Various vegetable fibres are now used extensively in the manufacture of cheaper brushes, but for many uses bristles are indispensable and their importation continues steady.—*N. Y. Sun.*

Situations Wanted.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils; Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.



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$40 to $100

HONEST CYCLES AT HONEST PRICES.

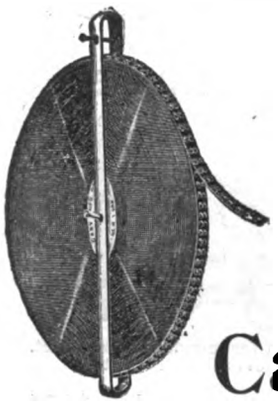
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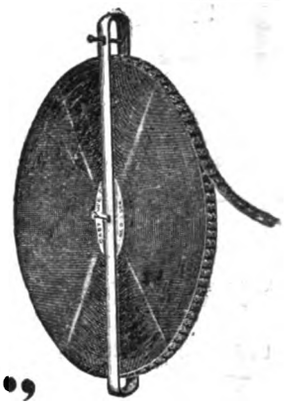
NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the

Cary Manufacturing Co.,



sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres't.

The Trade Journal.

If you wanted to borrow money of a man, would you go to him when you knew he had it, or when he was dead broke?

If you wanted to marry an heiress, would you "ask papa" when he had a terrible day in the wheat pit, or when he was comfortably filled up with good things to eat and drink?

If you wanted to get a man into a "quiet game," would you tackle him when he was alone, or when he was on the way to church with his wife and his mother-in-law?

There's a proper time for all things.

The proper time to make a business proposition to a man is when his mind is on business, when he is right in the thick of just the business you want to talk about.

When a man sits down and commences to read his trade journal his mind is on just the thing you want to interest him in.

The question of what to buy and where to buy it is one of the things he depends upon the journal to solve.

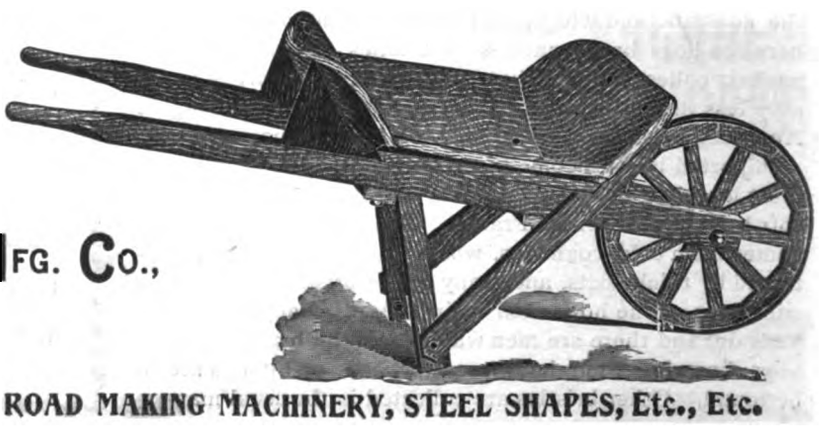
If you have anything to sell him, and your ad. isn't there to tell him all about it, some other fellow's will be.

That's why the other fellow gets the trade—and it's quite reasonable, proper and just that he should.—*Charles Austin Bates' Criticism.*

The chief imports to Cuba direct from the United States are beans and peas, boilers and engines, builders' Hardware, carriages, cars, coal, corn, hog products, household furniture, leather goods, locomotives, lumber, mineral oil, potatoes, saws and tools, steel rails, and wheat flour, valued for 1893 at $15,000,000, and for 1897 at $5,000,000.—*Ex.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

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Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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TROJAN BOX STRAP

Something New, Bright and Clean. Free from a Wire Edge.

Continuous Strip 300 feet. **NO RIVETS.** *Others on the market are weaker by being riveted every eight or ten feet.*



Soft Steel Strap allows a nail to be driven anywhere. Made in such a manner that the Bosses protect the heads of nails.
Packed in cases of 20 coils of 300 feet each, on individual hangers or one iron floor stand gratis. ½, ⅜, ¾, and 1 inch in width.

Write for Samples and Prices.

De Haven Mfg. Co.,

50 to 54 COLUMBIA HEIGHTS, - BROOKLYN, N. Y.

Mica is one of the few minerals at present worked to any extent in India, the better qualities of it being exported to England, where it has of late years come into extensive use in the manufacture of electrical apparatus and incandescent lamp chimneys, while the lower grades are used locally for making small lamps for illumination purposes in the marriage processions of the richer Hindus. Mica is also imported into England from Canada and Siberia, but it is stated that the Bengal product, especially the ruby-tinted variety, is highly valued. White mica is rare in Behar. The mica is found lying within huge blocks of stone, and for the blasting of the latter, a cheap gunpowder is manufactured locally. When brought out, the mica yields successive, easily separable layers. The largest pieces are about twenty-five inches long and five inches wide.

The New Haven Gas Light Co., New Haven, Conn., have placed the contract with the Berlin Iron Bridge Co., East Berlin, Conn., for their new fireproof coal shed. The building is 60 feet wide and 500 feet long. The framework is steel, so arranged that the coal cars are brought into the building on a track supported by the roof trusses, the idea being to provide the maximum storage at the least expenditure of power and room.

How's Your Stock?

Meat and Food Chopper

Tinned



No. 5, Small Family Size, $2.00

Cherry Stoner



No. 1, Japanned, $7.20 per dozen
No. 2, Tinned 9.00 per dozen

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Tinned



No. 21, $2.50

Bone, Shell and Corn Mill



No. 750, $7.50

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Covington, Va.—The Pirkey Cash Hardware Co. have opened a new Hardware store here. They will carry a full line of goods, and do a strictly cash business.

Detroit, Mich.—The Fletcher Hardware Co. has been incorporated with a capital stock of $159,000.

Kansas City, Mo.—The Funkhouser-Davis Hardware Co., of West Plains, has been incorporated. Capital stock, $10,000. Incorporators: C. J. Funkhouser, W. K. Davis and F. L. Ross.

Kansas City, Mo.—The Union Mfg. Co. have filed articles of association. The firm will manufacture Hardware specialties. The capital stock is $20,000, and the incorporators are A. E. Karsner, J. H. Plotner and Geo. K. Williams.

Montreal, Que.— A. Letang & Co. have been incorporated, to deal in Hardware.

Weatherford, Tex.—The R. E. Bell Hardware Co. has been incorporated by Robert E. Bell, Robert F. Bell, W. A. Brevard and John L. Bell. Capital stock, $50,000.

Webster City, Iowa.—Huff & Mueller.

Changes and Improvements.

Alden, Mich.—Meyer & Flanelly, Hardware, reported to have sold out.

Balaton, Minn. — Charles W. Candee, Hardware and agricultural implements, succeeded by Tate & Dickinson.

Baltimore, Md.—Carlin & Fulton, wholesale Hardware, J. Russell Kelso retires.

Bay City, Mich.—Michael Kinney, Hardware, stock advertised for sale.

Boneto, Ind.—J. S. Grove, Hardware, succeeded by W. A. Popejoy.

Boston, Mass.—Winnek, Eldridge & Irving, wholesale Hardware, reported to have been succeeded by Eldridge & Winnek.

Bucyrus, Ohio. — Walther & Barrider, stoves and Hardware, reported to have sold out.

Carthage, Tex.—Lacy & Frazer, Hardware, implements, etc., reported to have dissolved partnership.

Cleveland, Tenn.—The Hardware store of Hall Bros. and the grocery store of Hall & Cullen have been consolidated, and as soon as arrangements can be perfected, the stores will be merged into one and a great department store opened.

Davison, Mich.—L. B. Herd, Hardware, stock has been purchased by J. A. Austin, of Bancroft, who has taken possession.

Dayton, Ohio.—Conk & Binkley, Hardware, stoves and paints, now O. B. Conk.

Devils Lake, N. D.— T. A. Galbraith, Hardware, succeeded by B. S. Estes.

Dixon, Ill.—Alexander & Howell, Hardware, have been succeeded by E. H. Howell Hardware Co

Duluth, Minn.—The new store of the Duluth Hardware Co. has been opened at No. 113 West Superior Street. H. S. Eaton is manager of the store, and has been engaged in fitting the place with new fixtures and otherwise making improvements in the new quarters.

Edgerton, Wis. — Ole Ellingson, Hardware, reported to have been succeeded by Ole Ellingson & Co.

Harper, Kan.—J. J. Costa, the Hardware merchant, has rented the spacious room in the Hurd Block on West Main Street, and will use it as a vehicle repository.

High Springs, Fla.—Ira J. Carter, sporting goods, Hardware, etc., business purchased by Higdon Bros., who will conduct same.

Indianola, Iowa.—Work has begun on six new brick business rooms, the double front to be occupied by the C. C. Reynolds Hardware Co.

McKeesport, Pa.—Henry Manathe, an experienced Homestead gentleman, has purchased the stock of the McKeesport Hardware Co. on Fifth Avenue, of which Henry Plummer was at the head.

Middletown, Pa.—Hoff & Raymond, the Hardware merchants, are preparing to move their stock from Raymond & Campbell's Block to Campbell & Rewalt's Block, corner of Emaus and Union Streets.

Moline, Mich.—W. J. Cook, Hardware, reported to have been succeeded by T. B. Rose & Son.

New Haven, Ohio.— Batey Bros. have turned their tinshop into a Hardware store.

Nezperce, Idaho.—The Hardware firm of Mockler & Mockler have removed their store building from North Maple Street to Oak Street.

Olneyville, R. I.—Geo. E. Weaver, Hardware, has opened business at Providence, as Weaver & Co., dealers in paints.

Oskaloosa, Iowa.—C. B. Gruwell, of this city, and C. B. Ellsworth, of Ottumwa, have purchased of Geo. Haw & Co., of Ottumwa, the bulk of the Haw & McPherrin Hardware stock.

Revere, Minn.—Lohre & Monson, Hardware, succeeded by J. Marlhart.

Southington, Conn.—Charles Rugg, who for some years has kept a Hardware store in the Woodruff building on Main Street, will move his stock to Plantsville.

Springview, Neb.—E. A. Milloy, Hardware and stoves, succeeded by S. S. Allen.

St. Joseph, Mo.—H. B. Shale, who has been engaged in the Hardware business here for some time, has sold his store on Frederick Avenue and will remove to Montana with his family.

Stewart, Minn.—J. F. Albrecht, Hardware, succeeded by A. Eynon.

Stewartville, Minn.—P. L. Swenson, Hardware and agricultural implements, reported to have been succeeded by Swenson & Remick.

Utica, Mich.—Adam Wagner, Hardware, reported to have sold out.

Woodstown, N. J.—The Hardware firm of Pancoast & Lippincott has been dissolved, Chas. F. Pancoast retiring. Wm. Hunt takes Mr. Pancoast's place, and the firm will hereafter be known as Lippincott & Hunt.

Business Embarrassments.

Cincinnati, Ohio.—B. J. Scheve, a dealer in household goods and Hardware at Eighth and State Avenues, has assigned to J. W. Wilder. His assets are $11,000 and liabilities $14,000.

Dolgeville, N. Y.—Norris W. Burrows, Hardware dealer, has assigned to Edwin H. White.

McComb City, Miss.—C. L. Carroll, Hardware, reported to have made an assignment.

Memphis, Tenn.—S. A. Kohlbry, Hardware, etc., reported to have made an assignment.

San Jose, Cal.—A receiver has been appointed for the Boschken Hardware Co.

Burglaries in Hardware Stores.

Addison, N. Y.—J. H. Roberts, cutlery.

Del Norte, Colo. — Ewing's Hardware store, $150.

Marcus Hook, Pa.—L. N. Wood & Bro., small loss.

Mead, Neb.—Lee Johnson, $75.

Roscoe, Ohio.—Skyes & Beall, cutlery.

Williamsport, Pa.—A. B. Neyhart.

Willow Lake, S. D.—Lee & Schmidt, cutlery.

Recent Fires.

Ansonville, Pa.—J. M. McDowell's Hardware store has been damaged by fire to the extent of $8000. Insured.

Brooklyn, N. Y.—James Gage's Hardware store, at No. 440 Fifth Avenue, has been partially destroyed by fire.

Chino, Cal.—The Hardware store of C. A. Strehle has been damaged by fire. Insurance.

Cleveland, Ohio.—The Hardware store of J. Callaghan & Sons, No. 254 Erie Street, has been damaged by fire to the extent of $100.

Deering, Me.—The Hardware store of W. A. Williams & Co., at No. 245 Forest Avenue, has been damaged by fire to the extent of $200. Fully insured.

Midway, Pa.—The Hardware store of Maud H. Anderson has been destroyed by fire. Loss, $3000. Small insurance.

Millville, Pa.—A. Brandriff, Hardware, damaged by fire at a loss of $500.

Murfreesboro, Tenn.—C. H. Byrne, Hardware, damaged by fire to the extent of $15,000; insurance, $12,000.

Oakland, Md.—J. M. Davis & Sons' Hardware store has been damaged by fire to the extent of $400.

Paulding, Ohio.—The Hardware store of F. M. Bashore has been destroyed by fire. Loss, $7000; insurance, $3000.

Uniontown, Pa.—Frey & Gilmore's Hardware store has been damaged by fire.

Walden, N. Y.—The Fowler Hardware Co.'s stock has been destroyed by fire.

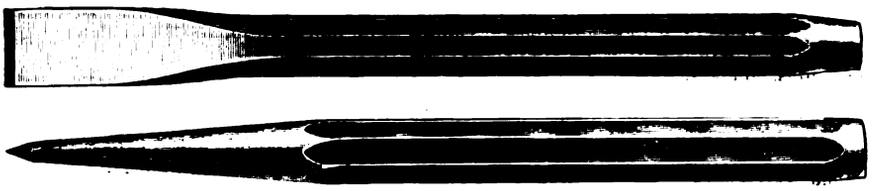
Winston, N. C.—Winston Hardware Co., stock damaged by fire at a loss of $4000, with $1500 insurance.

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SNELL MANUFACTURING COMPANY, FISKDALE, MASS.

Manufacturers of **HIGH GRADE CARPENTERS' TOOLS,**

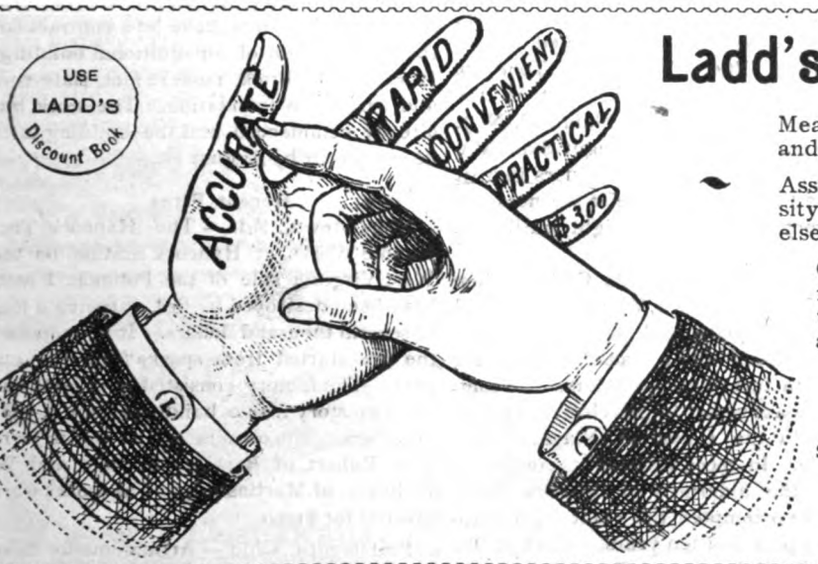
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The BEST Drill on the market.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

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We want one Hardware firm in every city or county to sell this fence.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Baltic, Ohio.—Wyler & Haas have established a plant for the manufacture of wrenches, employing thirty men.

Chicago, Ill.—The Rapid Filter Co. has been incorporated. Capital, $5000.

New York, N.Y.—The Calpperton Matching Machine Co. has been incorporated. Capital, $25,000. Incorporators: D. H. Taylor, R. B. Mackin and W. K. Post, of New York.

Newburgh, N. Y.—The Coldwell Lawn Mower Co. has been incorporated. Capital, $60,000; capitalized in Illinois for $5000.

Pittsburg, Pa.—The Hercules Metal & Mfg. Co., of this city, has been incorporated. Capital, $20 000. James C. Bennett, Samuel H. Bennett, Pittsburg; George V. Milligan, East Pittsburg; M. C. Miller, Turtle Creek; C. A. Rowan, Wilmerding, have been chosen as directors.

Portland Me —The Enos Sheet Holder Co. has been organized for the purpose of manufacturing ship Hardware and specialties, with $60,000 capital stock, of which $150 is paid in. The officers are: President, Elbridge G. Kelley, of Peabody, Mass.; treasurer, Elbridge G. Kelley, of Peabody, Mass.

Southbridge, Mass.—Stephen Richard is building a knife factory, 50x25 feet.

Toronto, Ont.—The Dominion Radiator Co. has been incorporated with a capital stock of $300,000, to manufacture radiators, boilers, etc.

Victoria, B. C.—The N. S. Le Page Glue Co. has been incorporated with a capital stock of $50,000, to make fish glue, fish oil, etc.

Changes and Improvements.

Ansonia, Conn.—The Coe Brass Mfg. Co. have decided to erect an addition to their machine shop. The addition is to be but one story in height, but it will be over 200 feet long by 60 feet wide. It will be built on the east side of the machine shop. This will give 12,000 square feet of floor surface and will enable the company to do a vast amount of extra work.

Ansonia, Conn.—The plant of the Abington Tack & Machine Association has been sold to the Ansonia Brass & Copper Co., who have taken possession. To accommodate this new business, the Ansonia Brass & Copper Co. have converted into a factory the large storehouse situated near the wire mill, which is admirably adapted for the purpose.

Chester, Conn.—H. C. Norton & Co., manufacturing builders' tools, Hardware, etc., business purchased by George W. Cristoph, who will operate the business.

Cincinnati, Ohio.— The American Tool Works Co. report a decided increase in their foreign orders. They have received in the past week orders through almost all of their European offices. Among them, one through their office at Stockholm, Sweden, for ten engine lathes ranging in swing from 14 inches to 18 inches, together with a number of drill presses of various sizes. Their office at St. Petersburg, Russia, secured an order for 25 engine lathes ranging from 14 inches to 30 inches swing.

Duncansville, Pa.—The manufacture of wire nails and rivets is to be begun at the plant of the Portage Iron Co.

Fullerton, Pa. — The Dent Hardware Works are having a new brick addition, 48x50 feet, two stories high, erected.

Hamilton, Ohio.— The Niles Tool Co. have purchased a large interest in the Pond Machine Tool Co., of Plainfield, N. J.

Hartford, Conn.—The Dwight Slate Machine Co. is receiving more orders than it can fill in the regular course of business, and the factory is run every night until nine o'clock.

Niagara Falls, Ont.—The Carborundum Co., of Niagara Falls, N.Y., have purchased ground in this place, and will at once commence the erection of a Canadian plant for the manufacture of carborundum. The company have a contract for 200 electrical horsepower with the Canadian Niagara Falls Power Co. In recognition of its coming to Canada, the aldermen of Niagara Falls, Ont., have exempted the plant from taxation for a period of ten years. Work on the new plant will be vigorously pushed, and in a short time the new abrasive will be made in the Dominion.

St. Louis, Mo.—The Central Lead Co. have filed articles to increase their capital stock from $400,000 to $1,000,000.

Zanesville, Ohio. — Many improvements and additions to the plant of the Brown-Manly Plow Co. are being made during the time the factory is shut down. New boilers are being put in, the switch from the Z. & O. R. is being extended across Main Street, and a new building is being built for a machine and blacksmith shop.

Zanesville, Ohio. — The plant of the Blandy Machine Co. has passed into the control of an organization composed of employees of the old company. It will now be known as the Union Machine Works, and will be operated by the following parties: President, William Haehnlen; vice-president, Frank McCaslin; secretary-treasurer, C. J. Meyer.

Improved Conditions.

Birdsboro, Pa.—The Diamond Drill & Machine Co. has commenced the construction of a new building at this place. This building will be 80x30 feet, in which new machinery will be installed.

Cleveland, Ohio.—The Born Steel Range Co. has begun the erection of its new plant. The building, when completed, will be 656 feet long, 120 feet wide, and one story high. A spur will run into the building, capable of receiving four cars.

Harrisburg, Pa.—The Lalance & Grosjean Mfg. Co. has started up its forge department. This department has been idle for several years. The rest of the plant is in operation.

Milwaukee, Wis.—The new foundry being built by the Northwestern Malleable Iron Co. at this place, is to be equipped with three smelting furnaces, one of which is to replace another one now in use. The building will be 520x70 feet in size, and will have three wings 37 feet long.

Newark, Ohio.—Moser, Wehrle & Co., stove manufacturers, have let a contract for the construction of an additional building. It will be of brick, 120x118 feet, slate roof and sandstone foundation. The work has already commenced and the building is to be completed by August 1st.

Recent Fires.

Hagerstown, Md. — The Hancock Tool Handle Works, at Hancock Station, on the West Virginia side of the Potomac River, have been destroyed by fire, entailing a loss of several thousand dollars. It is supposed the fire started from sparks from the engine. The factory consisted of several one and two-story frame buildings, built a year or so ago. The owners of the works were J. A. Rebert, of Berkeley Springs, and W F. Buser, of Martinsburg. The works were insured for $1100.

Portsmouth, Ohio.— Arrangements have been completed by which the Burgess Steel & Iron Works will remain in Portsmouth. A new site has been secured and the citizens will purchase enough town lots to raise the bonus asked.

Wheeling, W. Va.—The rush at the plant of the Wheeling Hinge Co., on Nineteenth Street, continues. One hundred and eighty-five employees are at work constantly, and it is stated that at times the establishment has some difficulty in securing sufficient skilled men this season.

Miscellaneous.

Cleveland, Ohio.—The Cleveland Punch & Shear Works Co. will build a large crane shop on the east side of Wason Street, near the present works. The improvement will cost $7000.

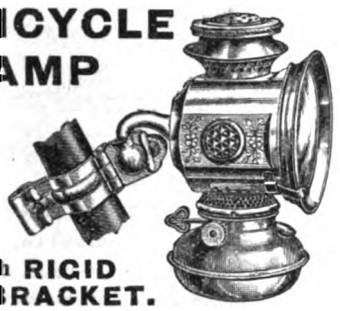
Jersey City, N. J.—At the recent annual stockholders' meeting of the American Steel Casting Co., at Jersey City, N.J., the following officers were elected: Daniel Eagen, president; Wm. B. Wilson, vice-president, and John W. Booth, of Thurlow, Pa., secretary and treasurer. The company's mills are at Thurlow, Pa.; Sharon, Pa.; Pittsburg, Pa.; Alliance, Ohio; Syracuse, N.Y., and Norristown, Pa. All are in operation excepting the last two.

Newark, N. J.—The New Jersey Zinc & Iron Co. have given their men a 10 per cent. raise in wages. They employ nearly 350 hands, and all are included in the advance, which took effect immediately. This action by the company was in no wise solicited by the men.

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With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp.
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it.
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished.
Guaranteed Wind-proof under Normal conditions in riding.
All parts removable for easy cleaning. No lamp compares with it in this respect.

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Your customers

will like this design. It is made of Bronze Metal, finished in Antique Copper, making it very attractive. As the price is low it is sure to be a good seller. Sargent's Artistic Hardware and Easy Spring Locks are in demand everywhere. Are you getting your share of the business?

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The PLANET LEATHER Dust Beater.



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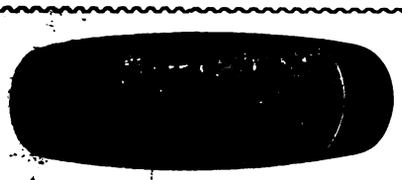
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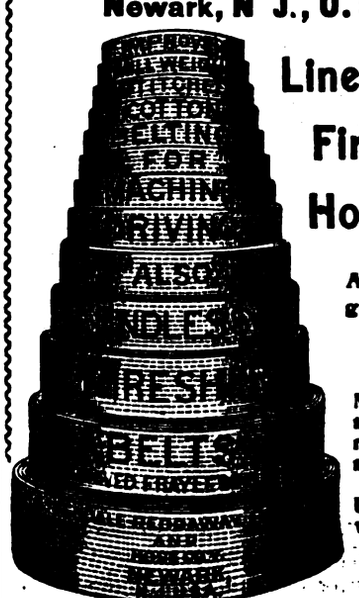
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Job lot of high grade lamps; small, neat, attractive, just the thing for ladies' wheels. Cheap to quick cash customer. Who wants this opportunity for a bargain?

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All grades.

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I buy and sell in any quantity complete lines of HARDWARE. MANUFACTURERS having JOB LOTS will find me a ready purchaser. RETAIL DEALERS will find my prices lower than any house in the business. . . .

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80 Pine Street, New York.
FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.

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Sharpless & Watts, Philadelphia, Pa. [*Bicycle Parts, Fittings and Sundries*]: Our advertising with you has been productive of very satisfactory results. In our bicycle lamp department, particularly, the sales attributable to HARDWARE have been most gratifying.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Birmingham, Ala. — C. Frye, No. 305 Nineteenth Street.

Blowing Rock, N.C.—Hough & Dunham.

Browning, Ill.—D. Carlock.

Chicago, Ill.—The Cycle Skate Co. has been incorporated by Robert McMurdy, William E. Church and William A. Bither; manufacturing. Capital stock, $25,000.

East St. Louis, Ill.—Langley & Reed, No. 224 Colllinsville Avenue.

Fort Wayne, Ind.—The Hoosier Bicycle Co. has been incorporated with a capital stock of $5000.

Freeport, Ill.—C. J. Ernst, Spring Street.

Hamilton, Mo.—Geo. H. Thomas.

Jamestown, N. D.—Ed. Thornhill.

Janesville, Wis.—J. Flynn, West Milwaukee Street.

Lancaster, N. H.—E. B. Beach & Son.

Lovington, Ill.—L. Cochran.

Mount Carmel, Ill.—J. Fred Stein & Son, Hardware, bicycles, etc., have opened up new store.

Natchez, Miss.—W. Ratcliff, No. 831 Main Street.

Neola, Iowa.—Thompson & Wakefield.

New York Mills, N. Y.—Ed. C. Wilson.

Passaic, N. J.—A. Shaw, Bogart Place.

Phenix, R. I.—J. W. Avery.

Philadelphia, Pa.—W. Kelb, Chestnut Hill.

Portland, Me.—The Stanton Mfg. Co. has been incorporated; to manufacture, buy and sell speed gears and other bicycle supplies. Capital stock, $1,000 000. President, L. C. Stanton; treasurer, G. T. Cunningham.

Prentice, Wis.—Homer Creed, bicycle repairer, has opened a bicycle repair shop on Railroad Avenue.

Rochester, N.Y.—The Jamieson Mfg. Co. has been incorporated by A. J. Farmer, No. 60 Broad Street; W. Wolf, New York City, and C. W. Dickel, White Plains; to manufacture bicycles. Capital stock, $35,000.

Stockton, Kan.—Chas. Hill.

Syracuse, N. Y.—Ed. C. Fralick.

Union, Ohio.—W. J. Sherer.

Waynesboro, Va.—D. E. Alexander.

Weyauwega, Wis.—A. Smith, Exchange Block.

Changes and Removals.

Boston, Mass.—The Cable Cycle Co. intend removing to High Street, Avon.

Brockton, Mass. — The H. A. & W. C. Keith Co., having stores in the Trust Co. building in this city and at No. 76 Weybosset Street, Providence, R.I., are to go out of business so far as Brockton is concerned.

Denver, Colo.—Morgan & West, bicycle repairers, No. 1440 Lawrence Street, have dissolved partnership.

Elmira, N. Y.—George Mosher has purchased the interest of J. Grant, in the firm of Grant & DeWaters, Nos. 112-120 State Street.

Fremont, Mich.—Crawford Bros., bicycle dealers, have dissolved partnership; P. H. Crawford will continue the business.

Gibson City, Ill.—S. L. Harnit, sold out to Thornton & Speedie.

Higganum, Conn.—J. C. Conley, sold out to W. H. Brown.

Hillsboro, Ore.—Hillsboro Cycle Co., succeeded by Hillsboro Cyclery Co.

Lebanon, Pa.— The Keystone M. & M. Co., makers of the Xander, Special and Penryn-Hygienic, is Lebanon's busiest industry. It is working full force in all departments, having just received rush orders for several thousand wheels from prominent New York and Philadelphia dealers. It is announced that the larger part of these wheels will be shipped to foreign countries. The company are enjoying a season of deserved success, which promises to continue.

Mattoon, Ill.—Mr. Mertz has sold his interest in the Bresee & Mertz Bicycle Works to F. Hart.

Moline, Ill.—Quick & Crum, dissolved; Mr. Quick will continue the business.

New York, N. Y.—The New York Tricycle Co., succeeded by A. D. Peake.

Passaic, N. J.— G. DeW. Brown has bought the entire stock of the Passaic Cycle Co., No. 271 Main Avenue.

Peoria, Ill.—Balance & Co., bicycles, etc., succeeded by Charles Balance.

Peoria, Ill.—Geo, P. Sandmeyer retires from the firm of H. Sandmeyer & Co., No. 215 South Adams Street.

Philadelphia, Pa. — Howard F. Levick succeeds to the business of Richard Levick's Sons & Co., doing business under same style.

Portland, Me.—J. S. Briggs, Jr., & Co. contemplate building an addition to their Poland mill, which will be used as a bicycle salesroom and repair shop.

Richmond, Ind.—Waking & Bennett have dissolved. Business will be continued by Mr. Bennett.

Roachdale, Ind. — The Tucker Bicycle Wood Work Co. have increased capital stock from $20,000 to $40,000.

Shelby, Ohio.—A largely increased trade has compelled the Shelby Cycle Mfg. Co. to arrange for the erection of a new brick addition to their factory 75x125 feet and three stories high. In the last six months the factory claims to have sold more Ideals than were shipped out during the entire previous twelve months.

Toledo, Ill.—The Maumee Cycle Co., now in the hands of Receiver Thomas F. Huber, expect to resume business in a very short time.

Recent Embarrassments.

Chicago, Ill. — The Chicago Stamping Co.'s extensive plant for the manufacture of bicycles and japanned ware has been closed by the sheriff. The company's assets consist of the factory buildings, the bicycle manufactory, machinery for making tinware, and material for 5000 wheels. The company was organized twenty years ago, and had a capital stock of $350,000. Their assets are thought to be sufficient to satisfy the judgment.

Louisville, Ky.—George L. & Charles J. Martin, the Fourth Avenue bicycle dealers, have made an assignment to A. H. Jackson for the benefit of creditors. The assets and liabilities amount to some $6000 each.

Marion, Ind.—The Marion Cycle Co. have made an assignment. The liabilities are estimated at $60,000. The assets will fall considerably below that figure.

New York, N.Y.—John J. Cruttenden and Samuel W. Rollo, carrying on business under the firm name of Cruttenden & Rollo, dealers in tricycles and sporting goods, at No. 111 Nassau Street, have assigned to L. Stewart Milligan.

Westboro, Mass.—The Ariston Bicycle Mfg. Co. has made an assignment to Thomas J. Hastie, of this place, without preference. The liabilities amount to about $7000, and the assets include the stock and material, among which are 500 wheels ready for market. The company was incorporated with a capital stock of $50,000 and a paid-in capital of $14,200. The president is Henry A. Gilmore and the treasurer, F. B. Bartlett.

Uses of Wire Glass.

For forty years wire glass has been manufactured in this country and in Europe. It is simply ordinary glass in which wire netting has been introduced during the rolling process. This has the special quality of keeping the plate together after it has been fractured by impact or heat. It is rapidly taking the place of iron fireproof shutters, as it not only resists fire, but admits light. In a paper read by Francis Shuman before the Mining and Metallurgical Section of the Franklin Institute, Philadelphia, recently, some forceful illustrations were given of the fire resisting qualities of wire glass. In a series of photographs it was shown that wire glass remained intact after being subjected to a heat, when the walls were cracked, plain glass partly melted, smokestacks had fallen and fusion had taken place on the face of the brickwork. The author of the paper says: "Such rapid strides are being made in perfecting the methods of manufacture that it will not be long before wire glass will be generally accepted as an established commercial product, its process of evolution being analogous to that of steel."—*Exchange.*

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL. . .

Rings While Button is Pressed.

LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK

You may have to

HIRE ANOTHER CLERK

If you stock up with

U. M. C. LOADED SHELLS

for the Fall Shooting.

Never mind, it's good policy.

Shooters hate to wait in line for something they are eager to get.

Complete Catalogue for the asking.

U·M·C

THE UNION METALLIC CARTRIDGE CO.,

AGENCY . . . . . 313 Broadway, New York.

Bridgeport, Conn.

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

THE ST. LOUIS WASHING MACHINE.

UNEQUALED IN EFFICIENCY,

Capacity, and Perfect Working Qualities.

Constructed on Scientific Principles. A long felt want supplied. Actual trial has proven beyond a doubt that it will

Wash Cleaner,

Quicker, with More Ease and Less Injury to the Clothes than any Machine now in Use. . .



Patent Applied For.

The St. Louis Washer is a double acting machine, working with two cylinders in opposite directions at the same time, thus cleansing the clothes more thoroughly than could possibly be done on the old fashioned board or any other washing machine now on the market. It is so arranged that it is absolutely impossible to tear the clothes, and works so simply and easily that a child can work it without fatigue.

New York Office, 168 Chambers St.

Man'f'd by the **ANTHONY WAYNE MFG. CO.,**

Ft. Wayne, Ind., and St. Louis, Mo., U.S.A.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.

CORBIN BELLS

THE BEST

BRISTOL BELL CO.

Pipe Sense

The kind that won't fly open when you cut the seam. That's the kind we sell. Gutter Hangers and everything else that goes with it. Booklet free for the asking.

L. D. BERGER'S

Tinners' and Roofers' Supply House,

59 N. 2nd St., PHILAD'A, PA.

Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS.

Representing Leading Manufacturers.

(Accounts Solicited.)

304 Magazine St., New Orleans, La.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.



CALCIUM KING

ACETYLENE GAS

: BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

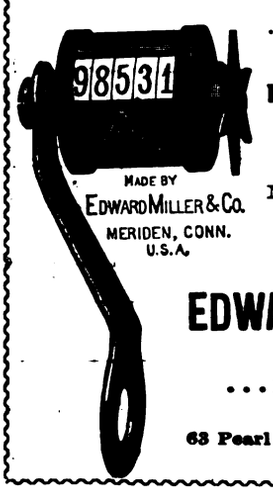
CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

GEO. H. CLOWES MFG. CO.,

202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS.

EDWARD MILLER & CO.,

Factories and General Office,

. . . MERIDEN, CONN. . . .

STORES:

63 Pearl St., Boston, Mass., and 28-30 West Broadway, New York.

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OLD SUBSCRIBERS AND NEW

May take advantage of the following liberal offers:

1. **"American Hardware Trades Reference Book,"** published by Thomas Publishing Co., with "HARDWARE" for one year, will be sent on receipt of **$1.50.** Those who are already paid subscribers to "HARDWARE" will receive the book, on sending **50c.** This book is a complete directory of the manufacturers of Hardware in the United States. Each manufacturer is classified under the name of every article he makes. The financial rating is given in each case; 8000 Names; 25,000 Headings.

---

2. **"Ladd's Discount Book,"** with "HARDWARE" for one year, for **$3.00** Single Index, and **$4.00** Double Index. Present subscribers will be credited for one year in advance. If you have to calculate discount this comprehensive work will save many times its price in time, trouble, and mental strain. Its comprehensive character may be realized from the fact that it contains nearly 200 pages of positively accurate tables or more than 120,000 computations giving at a glance the net of any sum at all discounts from 1 per cent. to 95 per cent. together with a great range of combinations.

---

3. **"American Hardware Store,"** with "HARDWARE" for one year, for **$3.00.** The "AMERICAN HARDWARE STORE," containing 450 pages and 500 illustrations, is an exhaustive treatise on the most approved methods used by the successful merchants of this country to arrange, display and sell Hardware. It i edited by R. R. Williams, editor of the *Iron Age*, and published by the David Williams Co., of this city, at $3.00. By a special arrangement, we are enabled to combine "HARDWARE" with the book at the same price. Present subscribers will be credited for a year, in advance of their present subscription.

Fill out Order, and address as below:

ORDER BLANK.

HARDWARE PUBLISHING CO.,

NO. 143 CHAMBERS STREET, NEW YORK CITY.

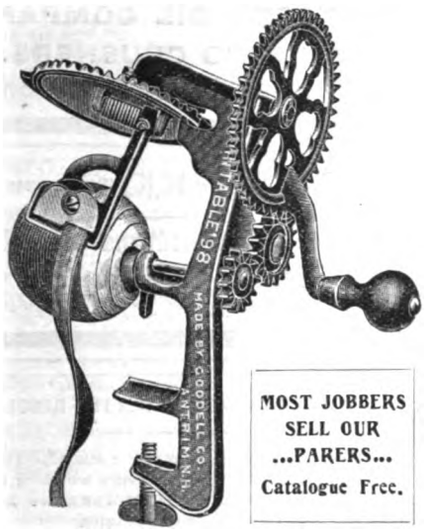
Gentlemen: Inclosed please find _____ dollar and _____ cents for which please send me postpaid "HARDWARE" for one year and _____ offered as a premium.

Name _____

Address _____

N. B.—All premium offers, except where otherwise specified, apply to **NEW SUBSCRIBERS ONLY.**

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MOST JOBBERS SELL OUR ...PARERS... Catalogue Free.

We Make No Trash . . .

But knowledge born of thirty-four years' experience enables us to produce and offer to the trade reliable, durable, fast, perfect working Apple Parers at a very little cost.

This ut represents the *TURN TABLE '98.* It pares and knocks off the apple. We also make the

White Mountain Parer, Corer and Slicer.
New Lightning Apple Parer.
Family Bay State Parer, Corer and Slicer.
Improved Bay State Parer, Corer and Slicer.
Bonanza Parer and Corer.
Dandy Parer, Corer and Slicer.
Eureka Power Parer, Corer and Slicer.

GOODELL COMPANY, ANTRIM, N. H.

PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in HARDWARE a magazine progressive and enterprising.

Liberal Discount to the Trade



Reasons Why it is the Best.

The DOUGHTY Perfection Automatic Bicycle BELL.

Made of best Bell Metal, highly polished and nickel-plated, Anti-rusting The only Automatic Bell always ready for instant use (fast or slow speed.) No loose parts to rattle and get out of order. Does not roll on tire—only press thumb lever on handle bar—throws little rubber tip in contact with spokes—Bell does the rest. The only Bell with a clear electric ring without a battery. You will pronounce it the Perfection in Bell ringing. **Price $1.00 each.**

MANUFACTURED BY **J. DOUGHTY & CO.,**

Pat. Jan. 11, '98. 1025 Arch St., Philadelphia, Pa.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

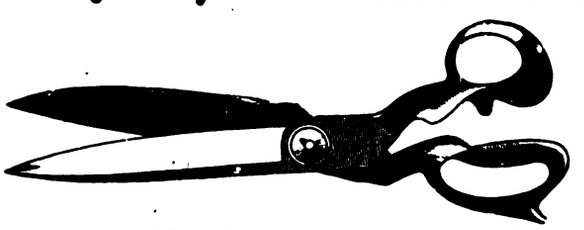
Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

WHEN YOU WANT THE

Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

J. WISS & SONS, NEWARK, N. J.

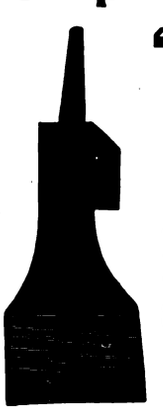
We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the **BEST** in the line, consequently the cheapest. . .

Ship Carpenters' Tools.

"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, Chisels,
Mauls, Gouges,
Scrapers, Slicks.

STOCK ON HAND READY FOR DELIVERY.



Ship Axe.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Salesmen to sell lubricating oils from samples on commission. THE EUCLID OIL CO., Cleveland, Ohio.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O.Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

HARDWARE salesman with fifteen years' experience is desircus of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

COMPETENT machinist, die and tool maker, 4. years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT," No. 3027 Poplar Avenue, Chicago, Ill.

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober; a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

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Situations Wanted.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern. Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

HAVING large connections among Hardware dealers in Western mining States, would like additional lines, on commission. Address COMMERCIAL, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Hardware salesmen capable and well informed, wanted to side-line the best saw-tool in existence. Liberal commission paid. Address or call upon the BENNETT COMBINATION SAW TOOL CO., No. 159 East Houston Street, New York City.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

MANUFACTURERS Builders' Hardware specialty wants to be represented in the East. Address MATCHLESS, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—First-class Hardware specialty salesman to handle shears with patent lock bolt and nut to the trade as a side line. Address T. BERRIDGE & SON, Sturgis, Mich.

For Sale.

HARDWARE STOCK FOR SALE—A good stock of builders' and general Hardware, including painters' supplies, etc. New Jersey. Business long established. Write for full particulars to R. C., care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—$2500 to $3000, stock of Hardware, stoves and fixtures, also tinners' tools; located in live country seat in central Kansas. Enormous wheat crop; corn looking well. Address Box 321, Lincoln, Kan.

FOR SALE—A quantity of tea balls below cost of importation. BOTTOMLEY & BROTHER, No. 86 Front Street, New York.

A GOOD clean stock of Hardware, stoves, tin-ware and agriculurtal implements in one of the best villages in New York State, situated in a splendid dairy section. Stock will invoice about $6000. Best reasons for selling. Address R. W., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty-miles from New York, on two railroads; for sale, cheap. 35 Nassau Street, New York, Room 1104.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if reqnired. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"COULD NOT KEEP HOUSE WITHOUT IT."

Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"WILL CONTINUE TO USE 'HARDWARE.'"

Monarch Cycle Mfg. Co., Chicago, Ill. [*Bicycles*]: We used HARDWARE last year quite extensively, and as soon as we have our arrangements completed for next season's business, we will continue to use your publication to reach the Hardware trade. We have no hesitation in saying that HARDWARE is one of the best mediums of its class, and the services rendered us by your publication have been entirely satisfactory.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."



All Tags and Labels on genuine Covert's Snaps, Web Goods, Rope Goods and Chain Goods bear the above Trade-Mark.

COVERT MFG. CO., West Troy, N.Y.

COMBINED DRILL AND COUNTERSINK FOR CENTERING LATHE WORK.



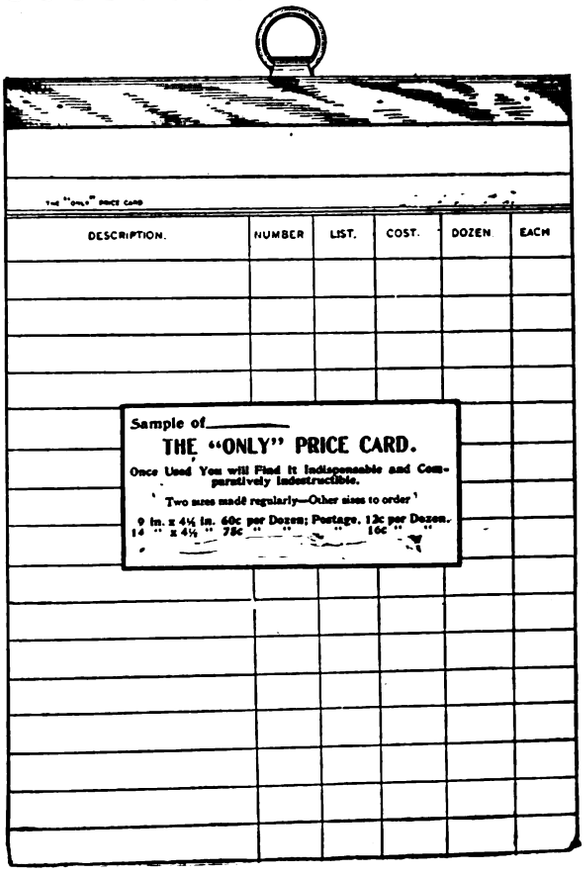
J. T. SLOCOMB & CO., PROVIDENCE, R.I. U.S.A.

Do You Use Price Cards?

The "Only" Price Card is not only convenient in size and arrangement, but is made from material that will stand hard use. The top is metal bound and has an adjustable ring with which to hang it. The price is extremely low for the quality. . . . .

9 in. x 4½ in. 60c. per dozen, postage 12c.
14 in. x 4½ in. 75c. per dozen, postage 16c.

OTHER SIZES TO ORDER.



HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.



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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&12½%
Railroad.....

Ammunition—

CAPS, PERCUSSION—$ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.35&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&2½@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—$ 1000—
B.E., 11 up.80c..B.E., 9&10...70c } 25
B.E., 8.....80c..B.E., 7.....80c.. } 25
P.E., 11 up.1.00..P.E., 9&10..$1.25 } 25
P.E., 8....1.50..P.E., 7.....1.50 } 25

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.25
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .35
Buck Shot, 25-lb bags, $ bag...$1.50
Buck Shot, 5-lb bags, $ bag.....$ .35
Chilled Shot, 25-lb bags, $ bag.$1.53
Chilled Shot, 5-lb bags, $ bag..$ .35
Dust Shot, 25-lb bags, $ bag....$2.00
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
Nos. 1, 2, 3, 4 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$32.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks $ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....$ doz. $3.80
Galien Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire....$ doz. pairs. .75
Burton's, No. 2....$ doz. pairs. .75
Burton's, with bolt holder, No. 1.....$ doz. pairs. $1.00
Kohler's:
Invisible, No. 3.....$ gro. $6.00
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. 14 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Jennings' Pattern.....60&10&5@70%
Pugh's Black.....20%
Snell's Bits.....60&10&10@70%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....35&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....$ gro. $2.75@$3.25
Diamond $ doz. $1.35.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse .....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard .....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad, $ gr.....$3 00@$3.25
H'ld Scratch $ gr.....$3.50@$4.00
Pat. Peg $ gr.....30@35c
Sewing, Com.....$ gro., 85c@$1.00
Should. Peg $ gr.....$1.35@$1.45
Shouldered Brad. $ gr...$1.50@$1.65
Socket Scratch $ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.5 .....40&10%

Axes—

First quality, best brands.$5 00@5.25
First quality, other " $4.50@4.75
Beveled add 50c $ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co,..50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40@12½%
Shingling.....40&12½%
Warehouse.....40@12½%
Vulcan Tool Co.....50%

Balances—

Chat llon's:
No. 2000 20 30
$ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....$ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—

National.....80%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $8; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives'₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00...50&10&2%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $3.50 each
Ives'.....33⅓&5%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls	7.50	15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@35%
Foster Bros. Flat Hds.....80%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@70%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyco-Bearing	₩ doz. $37.00
Crystal.....		₩ doz. $36.00
Gold Medal....		₩ doz. $24.00
Grand.....		₩ doz. $36.00
Grand Rapids.		₩ doz. $22.00
Hall.....		₩ doz. $60.00
Prize.....		₩ doz. $24.00
Premier.....		₩ doz. $24.00
Superior.....		₩ doz. $24.00
Welcome.. ...		₩ doz $24 00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $13.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$20.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap.	$20.00
Rapid, Broom-Action, Nic...	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam-Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$21.00
Acme, Cam-Action, Nic	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$24.00
Our Own, Cam-Action, Nic..	$24.00
Imperial, Cam-Action, Nic..	$26.00
Model, Cam-Action, Nic	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60 &10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.35	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&5%
Covert's Heel Chains.....45&5%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7½@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 5&10&5%

C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
Cold Chisels, good quality, ₩ lb 14c@16c
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drll Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET—

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz $7.20 net
Mascott.....₩ doz. $9.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....80&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Unity F. G.....50%

Door Openers, Electric—

Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$25.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....10@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.20@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Miz.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....80&10@40%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W. 40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone .33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $6.00
Dover, Steel Handle No. 10, ₩ gro.....$6.00
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric.....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking.. $21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OO F F.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4¾c	5¼c	8½c
¼ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, 10 in case....	6c	6½c	8½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....5 &10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....10&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 | No. 2, $3.50 | No. 3, $1.50 | No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&25%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....35&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9 00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $4.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&10%
Over 5 lb.....₩ lb 30c }
Wilkinson's Smiths....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%

Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@60%&5
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....80c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....60&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60&10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....60%&5

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@70&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....6 &5%
New Model....4 &10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....5 &5%
Zenith, for Wood Track....5 &5%
Baggage Car Door....33⅓&5
Elevator....40%
Railroad....5 &5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½&5
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz....40&10%
Wrought....85&10&5@90c
Wrought, Stanley....85& 85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½&5

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 32 and 34 50&10@50&10&5%
Rolled Plate, Rolled Raised.... } 70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D..2½c / 14 to 20 in., ₩ D..2¾c / 22 to 36 in., ₩ D..2 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75&10&5&10%
Heavy Strap Hinges.80&10@80&10&10%
Light T Hinges....70@70&10%
Heavy T Hinges ...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10&10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Zell's American....30%
Matchless, Double Acting....25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔&5
Rubber....66⅔&5
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....30%
Gem....30%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10&5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 18....75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80&10&5%
Champion Gravity Locking, No. 75....60&10&10%
1838, Old Pat'n, Nos. 1, 3 and 5, 50&10%
Tip Pattern, Nos. 1, 3 and 5, 50&10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 3 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10&5%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steam boat Gravity Locking, No. 10....80&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4 50 net
Cotton....80&10%
Dunlap's Boys', Ladies', Toy....80%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....20@30%

Hog Rings and Ringers—

Hill's:
Rings....₩ gr. boxes..$3.00@3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers, ₩ doz. $2.00
Perfect Rings....₩ gro. $7.00@7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....70&10%
White-Ware....25&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓&5

WIRE—
Atlas Coat and Hat....50&10%
Belt....80&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%

American, all sizes, 9½c....net
Ausable....23c 23c 25c 24c 23c. 40&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c..10&5%
Champlain..23c 23c 25c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 50&10&5%
Essex....23c 23c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S....23c 23c 22c 21c. 21c 50&10&5%
Northw't'n.25c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c....25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.[illegible]@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....₩ [illegible]
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....40&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12 00
Ice Crusher, No 3, ₩ doz. $8.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $[illegible].00
Ice Tools....₩ doz. $4.00
} 25&10&5%
Sargent's Ice Awls....55%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..25%
No. 34....₩ doz. $15.00..25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50....20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hamacite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel...₩ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....40&10&10%
Picture, Sargent's....75&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace....₩ ft. 18c
Cut Lacings, ¼ in, ₩ 100 ft....$1 00
Cut Lacings, 5/16 in. ₩ 100 ft..$1.25
Cut Lacings, ⅜ in, ₩ 100 ft....$1. 0
Cut Lacings, ½ in., ₩ 100 ft...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft...$2.75
Cut Lacings, ¾ in, ₩ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania.....60&10%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....35%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00..35%

Lead Pipe, &c.—
Lead Pipe.....₩ lb 6c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 22c
Sheet Lead.....₩ lb 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35; 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 80&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 50 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—
Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 28 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Yale.....45&5%

PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—
Corbin's.....35%
Eagle.....35%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Regular list.....70&10@75%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	5	6
Each.	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	32	42
Each	$3	$2.50	$4	$6	$15

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$88

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$35	$30	$40

Perfection.....net
Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....67½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list..40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4 75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&2@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1⅝ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanizing, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb.....50c. net
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....14c@15c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@6c ₩ lb
Russian Packing.....12½c@14c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 3.50
Dandy.....each 7.50
Eureka, 1888.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.00
Ideal.....₩ doz 4.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 13.50
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 3.00
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 75.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 13.50
Waverly.....₩ doz 3.75
White Mountain.....₩ doz 4.00

POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.0?@7.50
Lead.....₩ gro. 2.18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 3.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%

IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron....5& &10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@60%
Miscellaneous.....35&10%
Steer s Iron Planes..50&10@50&10&5

PLANE IRONS—
Auburn "Thistle"..... Ohio..... Sandusky.....} 80&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to &
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@5%

Pliers and Nippers—
Button's.....70@70&10%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...75%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 80&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....50%
Pocket Levels.....70&10@75%
Stanley's.....75&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square, 1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10@ 1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 15% 2 qt., ₩ doz. $1.15; ₩ gr. $12.00 }
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $11.00
Invincible, No. 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lock Lever, No 50...₩ doz. $12.00
Universal, No 49.....₩ doz. $14.00
New Champion, No.37 ₩ doz. $ 7.00
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $3.60 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@3.75
Waters Tree Pruners.....75&10@30%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Seuse.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14. Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 106, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 126, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4¼c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2¼c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6¼c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1¼ n. ₱ ₱, 30c.....30&10@40&5%
Tarry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&3½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.20@$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.35@$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $2.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate i.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with Burrs.....50%
Burrs only.....40%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....30%
Belt with burrs, tinned or copper ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope—

Cotton Rope, Best, ¼ in. and larger.....₱ ₱ 13 @14c
Medium, ¼ in. and larger.....₱ ₱ 10 @12c
Common, ¼ in. and larger.....₱ ₱ 8½@10c
Jute Rope.....₱ ₱ 5 @5½c
Manila:
7-16 in. and larger.....₱ ₱ 11½c
⅜ in.....₱ ₱ 10½c
¼ and 5-16 in.....₱ ₱ 11½c
Hay Rope, Med.....₱ ₱ 10½c
Sisal, ½ in.....₱ ₱ 9½c
¼ and 5-16 in.....₱ ₱ 10½c
7-16 in. & larger.....₱ ₱ 9½c
Med. L'th Yarn.....₱ ₱ 8½c
Hay Rope.....₱ ₱ 9½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....30&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ ₱ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ₱ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz.$9.30
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$2.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ₱ 3@3¼c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ₱ 16c
Cable Laid Russia....₱ ₱ 13½c@14c
Common India.....₱ ₱ 8½c@ 9c
Common Russia Sash. ₱ ₱ 12½c@13c
Patent India.....₱ ₱ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ₱ 30c
"Samson" Braided Drab, Cotton.....₱ ₱ 35c
"Samson" Braided Italian Hemp.....₱ ₱ 33c
"Samson" Braided Linen, ₱ ₱ 56c
Silver Lake:
A Quality, Drab.....₱ ₱ 40c. 15@15&7½%
A Quality, White.....₱ ₱ 3 c. 15@15&7½%
B Quality, Drab, ₱ ₱ 35c..... 15@15&7½%
B Quality, White ₱ ₱ 30c..... 15@15&7½%
White Cotton Braided, ₱ ₱.21c@22c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '83.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $12.50
Howard-Allard.....60&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....57½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head.....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....8½%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₱ doz $2.00@3.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....30&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....1°&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 3, ₱ Set.....$3.25
Surrey, No. 9, ₱ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&3%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1891. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M.W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....20&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cookeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....40&10&5%
Empire.....40&5%
National.....40&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
28% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....60&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks, ₱ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks..₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&10&2%

Tack Pullers—

Columbia, No. 1, per doz., net.....$1
" " 2, " " ..1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co, New list, 1898:
Steel and Metallic.....3½%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $16.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.:
IO 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatles'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$13.00
New Myers Iron Rod Car.....$3.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track..... $3.25
Rope Hitch, ₩ doz..... $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each.... $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz..... $1.50
Sure Grip Sling Car., Steel or Wood Track..... $6.00
Walker Fork, each..... $1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent ..... 70@7 &10%
Dicksons..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 303 and 304..... ₩ 100, $12.00
Shaw's:
Copper Finished..... 80&10%
Lever..... 70@70&10%

Traps—

GAME—

Blake's Patent..... 60@60&10%
Enterprise Mole..... 15%
Newhouse..... 5@50&10%
Oneida Pattern..... 75&5@75&10%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse,..... ₩ doz. 65c
Improved Rat..... ₩ gross, $12.50
New Rat..... ₩ gross, $12.50
Mouse, Bonanza.... ₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ dz $2.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz.... $15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz..... $11.00
Specialty Novelty Co:
Snap Shot, 2-Hole.... ₩ gro., $4.50
Snap Shot, 4 Hole.... ₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.25..... ₩ gr. $13.50
Electric Rod..... ₩ gr. $16.50
Globe..... ₩ doz., $1.25; ₩ gr. $13.50
Harper.... ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick..... 30%
Disston's:
Brick..... 25@25&10%
Plastering..... 25@25&10%
Pointing..... 30%
C. E. Jennings & Co.:
Brick..... 30%
Plastering..... 25%
Pointing..... 30%
Wm. Johnson's:
Brick..... 40%
Plastering..... 40%
Pointing..... 40%
W. & McP. Plastering.... 25@25&10%
Peace's Plastering..... 25@25&5%
Richardson..... 25@25&10%
"Rose" Brick Plastering and Moulders..... 30@30& 10%
Sargent's Garden, No. 1..... 70%
Sargent's Garden, No. 15..... 50%

Vegetable Slicers—

Enterprise Mfg. Co..... 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box..... 60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination..... 50%
Plain and Hinge..... 60%
Athol, Oval Slide..... 66&10%
Bonney's Champion..... 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's..... 40@40&10%
Howard's..... 40&10%
Little Giant Bench..... 35&10&5%
Lowell Hand..... 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's..... 20%
Parker's..... 20@25%
Oval Slide.. ..... 50&10%
Victor..... 30%
Prentiss..... 30@25%
Sargents..... 70&10%
Simpson's Adjustable..... 40%
Stephens'..... 25@30%
Trenton..... 40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00..... 50&10%
Stearn's Com., No. 0, 1, 2, and 3.. 50%
Stearn's Rubber Jaw, Nos. 10 and 33 ..... 33⅓%
Wentworth's..... ..... 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $30.00..... 60&20%
Daisy, ₩ doz., $12.00..... 60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's..... 20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime"..... ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... 40%
Clayton's..... 35&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection"..... 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire,..... 40%
Bright Wire Goods, Standard list 90&1 @90&20%
Cast Steel Wire..... 50%
Copper Wire..... 40%
Malin's Annealed and Tinned on Spools..... 60&10%
Malin's Brass and Copper on Spools..... 50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18... 80&10@80&10&10%
Cop'd, Nos. 0 to 18..... 80&10%
Galv., Nos. 0 to 18..... 80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire..... New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ℔..... 60@70c
Stub's Steel Wire..... $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting..... 80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel..... 20&2½&2% cash
Iron..... 20&2½&2% cash
Iron, Galvanized.. 20&2½&2% cash

Wire Rope Clips—

Crosby..... 25%

Wire Stretchers—

W. C. Heller's Grip..... ₩ doz. $1.50

Wrenches—

Agricultural..... 80@80&10%
Aiken's Pocket (Bright).. $3.00@3.20
Alligator..... 70%
Armstrong's..... 40%
Baxter's..... 65&10@70%
Bemis & Call's:
Brigg's Pattern..... 30&10%
No. 2 Cylinder or Gas Pipe..... 55%
No. 3 Pipe, Bright..... 50%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's..... 30@35%
Cincinnati Tool Co:
Bit..... 15@15&10%
Standard Brace..... 15@15&10%
Coes':
Genuine..... 40&10&5&5&3%
"Mechanics'"..... 40&10&10 &5&5&3%
Donohue's Engineer..... 40&10%
Eagle Pipe..... 50&10%
Stillson Pipe..... 45%
Taylor Pipe and Nut..... 40%
Trimo Combination..... 40%
Trimo Pipe..... 50&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme ..... 60@60&5%
All Steel Pipe..... 50&10@ 0%
Always Ready..... 35@40&10
Bull Dog..... 60&10%
Diamond Cycle..... ₩ doz $3.0
Drop Forged Engineers. 35@40&10%
Hercules..... 70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle. 5@&10 @5@&10&7½%
Regular..... 30&5@ 0&10&5%
J. H. Williams..... 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894... 2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... 2%
Peerless Mfg. Co., list Feb., 1893... 2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels.. ₩ gallon..... 38c
Linseed, City, Boiled, in barrels ₩ gallon..... 40c
Out of Town on Spot.. ₩ gal..... 38c
Calcutta, Raw, in bbls.... ₩ gal. 54c
Lard, Prime City..... ₩ gal. 56@65?
Western, Prime..... 53@54c
Extra, No. 1..... 40c
No. 1..... 34@36c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$20.00
Barytes, American Floated, ₩ ton $22 50@$25.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔..... 5c
White Lead, American, in Oil, ₩ ℔..... 5½@6c
White Lead, Foreign, in Oil, ₩ ℔ 8@8½c
Litharge, Kegs, ₩ ℔..... 5½c
Zinc, American, Dry, ₩ ℔.... 4@4½c

Putty—

In bbls. and half bbls..... 1½@1¾
Putty in Bladders..... 1¾@2
Putty in Tins..... 2 @2½

Spirits Turpentine—

In regular bbls..... 29@——c
In machine bbls..... 30@——c

Dry Colors—

Blue, Chinese..... ₩ ℔ 30 @35
Blue, Prussian..... ₩ ℔ 29 @33
Blue, Ultramarine.. ₩ ℔ 6 @25
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered... ₩ ℔ 3 @4½c
Umber, Turkey, burnt..... ₩ ℔ 2½@3½c
Umber, Turkey, raw..... ₩ ℔ 2½@3 c
Green, Chrome, Ordinary..... ₩ ℔ 4 @12 c
Green, Paris, in bulk, ₩ ℔ 13½@15½c
Indian Red, American..... ₩ ℔ 2½@ 3 c
Indian Red, English..... ₩ ℔ 4½@5½

Colors in Oil—

Black Coach Japan ₩ ℔..18½@20
Black Coach Japan, in Oil..... ₩ ℔ 12 @13 c
Black Drop..... ₩ ℔ 7 @10 c
Black Lampblack, Best..... ₩ ℔ 13 @15 c
Black Lampblack, common..... ₩ ℔ 7 @10 c
Blue, Chinese..... ₩ ℔ 35 @40 c
Blue, Prussian..... ₩ ℔ 25 @35 c
Blue, Ultramarine.. ₩ ℔ 16 @21 c
Sienna, bur't..... ₩ ℔ 8 @12 c
Sienna, raw..... ₩ ℔ 7 @10 c
Umber, burnt..... ₩ ℔ 7 @10 c
Umber raw..... ₩ ℔ 6 @10 c
Brown, Vandyke.... ₩ ℔ 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,

ALBANY, N. Y.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

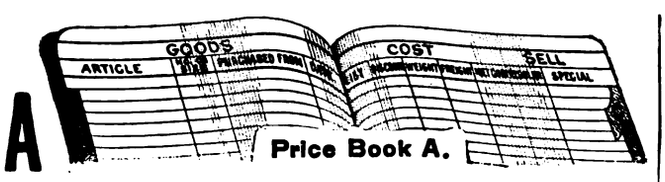
Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

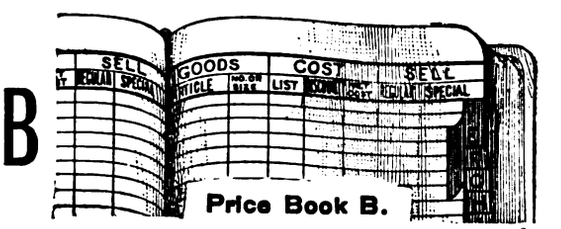
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

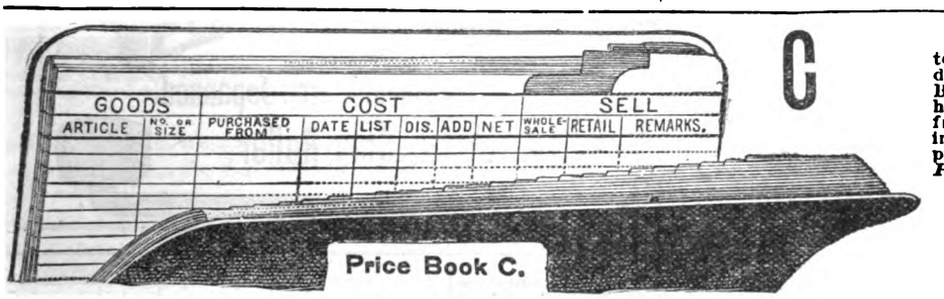
A, 200 pages, - - $1.00 **A 2**, 400 pages, - - $1.50
A F, 200 pages with flap, 1.25 **A F 2**, 400 pages with flap, 1.75



In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages, - - $1.00 **B 2**, 400 pages, - - $1.50
B F, 200 pages with flap, 1.25 **B F 2**, 400 pages with flap, 1.75



The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

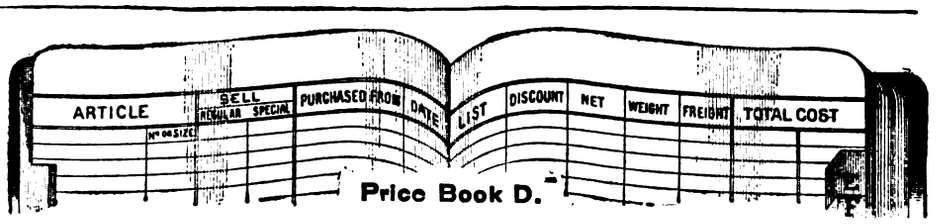
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C, 200 pages, - - - $1.00
C F, 200 pages with flap, - 1.25
C 2, 400 pages, - - - 1.50
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

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D F 2, 400 pages with flap, 3.50

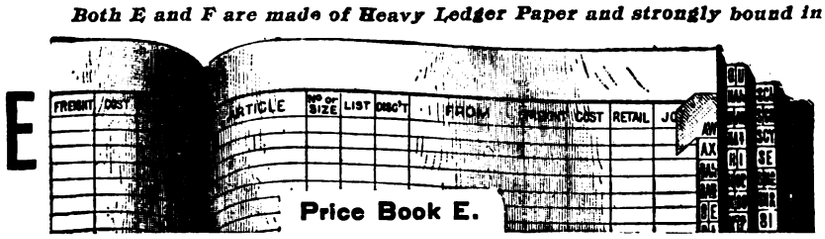


MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU For Chisels, turn to CHI
" Parers, Apple " PAP For Iron, turn to IRO
" Cutlery, " CUT " Irons, " IR'S

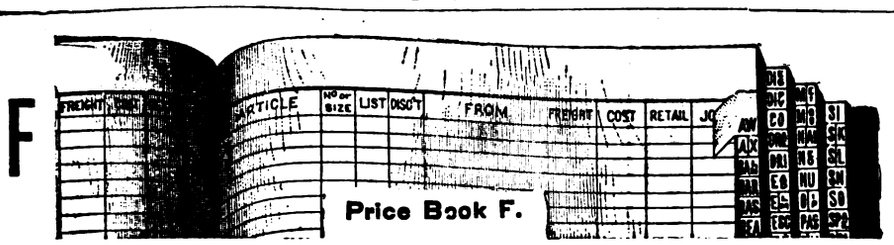
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Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.



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Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

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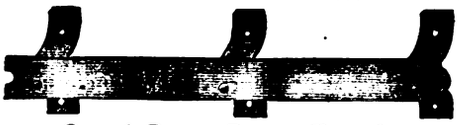
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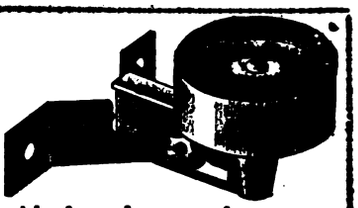


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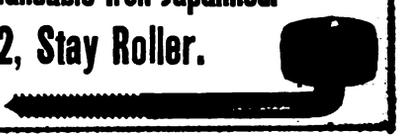
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Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York,

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N.

Oil Stoves.

Edward Miller & Co., Meriden Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforatin Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Tower & Lyon, New York.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses

E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Queen Sash Balance Co., New York.

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Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

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Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Phillips & Clark Stove Co, Geneva, N. Y.

Rat and Mouse Traps.

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Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

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Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

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Rivets.

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Tower & Lyon, New York,
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Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

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Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Darling, Brown & Sharpe, Providence, R. I.
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Stephens & Co., Riverton, Conn.

Sad Irons.

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Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Queen Sash Balance Co., New York.

Sash Locks.

W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

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E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

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John Chatillon & Sons, New York

Saw Sets.

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Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

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John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Sickels & Nutting Co., New York.

Screws.

Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shears, Power.

E. S. Stiles Press Co., Watertown, N. Y.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.

Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

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John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

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Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Underhill, Clinch & Co., New York

Spades.

Sickels & Nutting Co., New York,
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.

E. T. Barnum, Detroit, Mich.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Statuary.

E. T. Barnum, Detroit, Mich.

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Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.
Edward Miller & Co., Meriden, Conn.
Phillips & Clark Stove Co., Genevs, N. Y.
Plume & Atwood Mfg. Co., New York.

Stove Mittens.
Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
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Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.

Structural Iron Work.
Berlin Iron Bridge Co., East Berlin, Conn.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tinning.
C. H. Angus, Albany, N. Y.

Tin.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

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Harrington & King Perforating Co., Chicago.

Tin-Plate.
Bruce & Cook, New York.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
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Billings & Spencer Co., Hartford, Conn.
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Coes Wrench Co., Worcester, Mass.
Darling, Brown & Sharpe, Providence, R. I.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Hammacher, Schlemmer & Co. New York.
Holroyd & Co., Waterford, N. Y.
C. E. Jennings & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Ct.

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John Chatillon & Sons, New York.
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C. T. Williamson Wire Novelty Co., Newark, N. J.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Pope Tube Co., Hartford, Conn.

Twine.
Samson Cordage Works, Boston.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vases, Flower.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

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Berger Bros. Co., Philadelphia.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
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Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Washing Machines.
Anthony Wayne Mfg. Co., St. Louis, Mo.

Watchman's Clocks.
Nans & Co., New York.

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Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

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Harrington & King Perforating Co., Chicago.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
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Estey Wire Works Co., New York.
John H. Graham & Co., New York.

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Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

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Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Edward Darby & Sons, Philadelphia.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

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Edward Darby & Sons, Philadelphia.

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John Sommer's Son, Newark, N.J.

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Armstrong Mfg. Co., Bridgeport, Conn.
Best Wrench Co., Chicago.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

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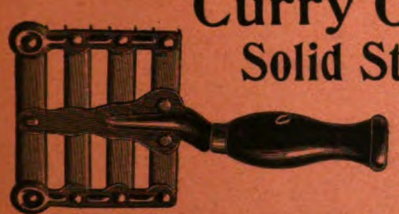
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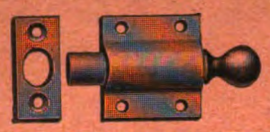
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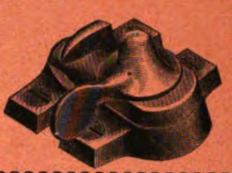


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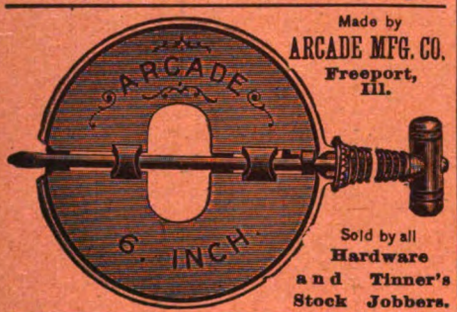
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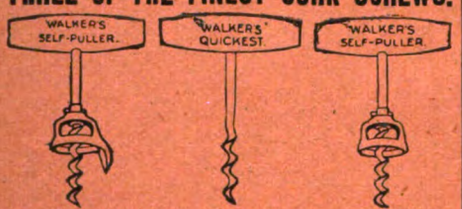
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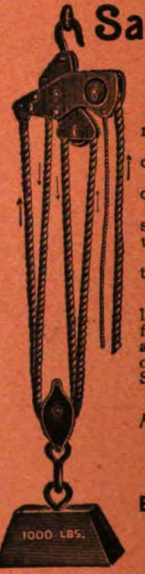
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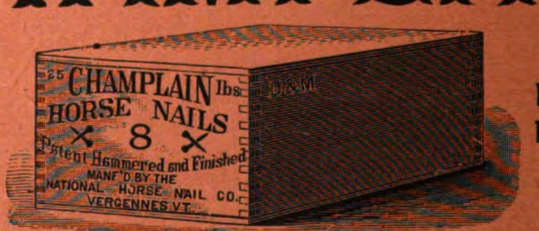
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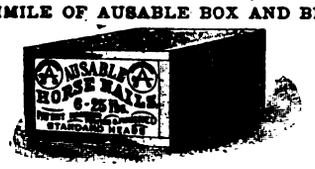
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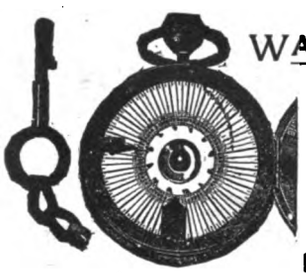
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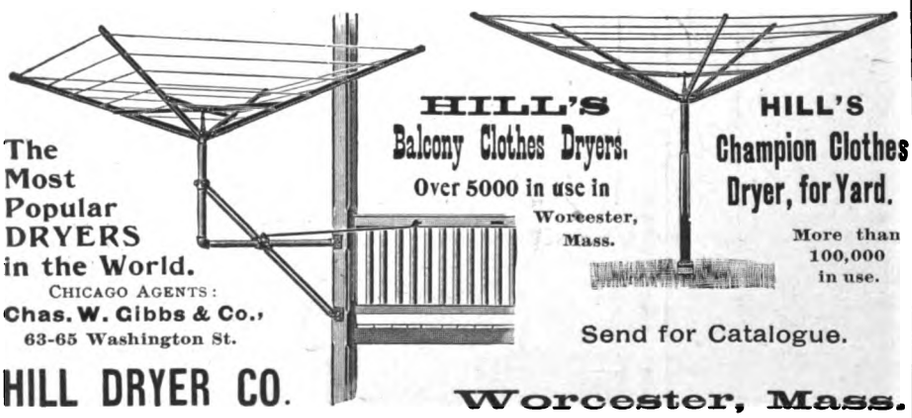
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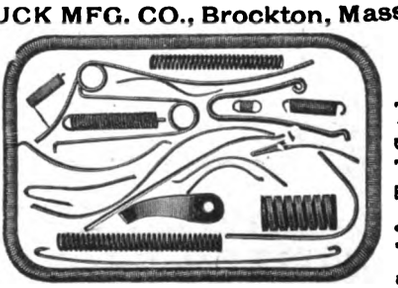
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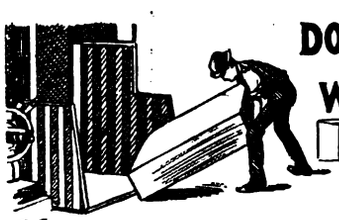
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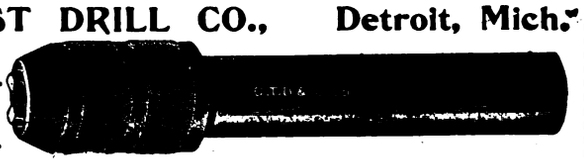
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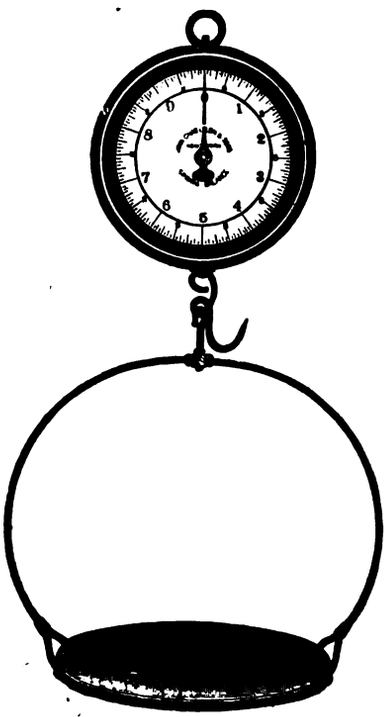
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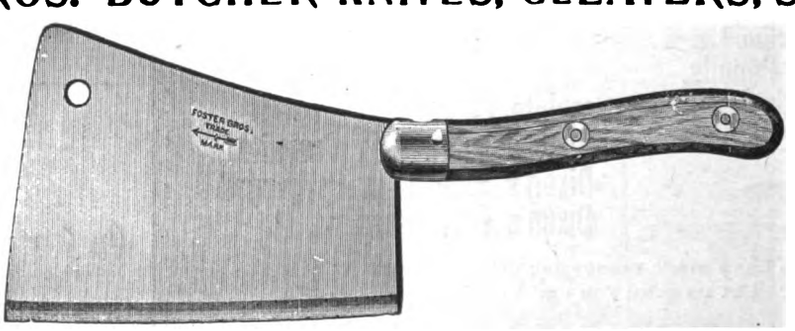
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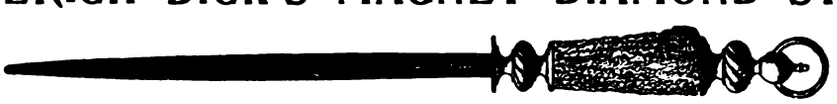
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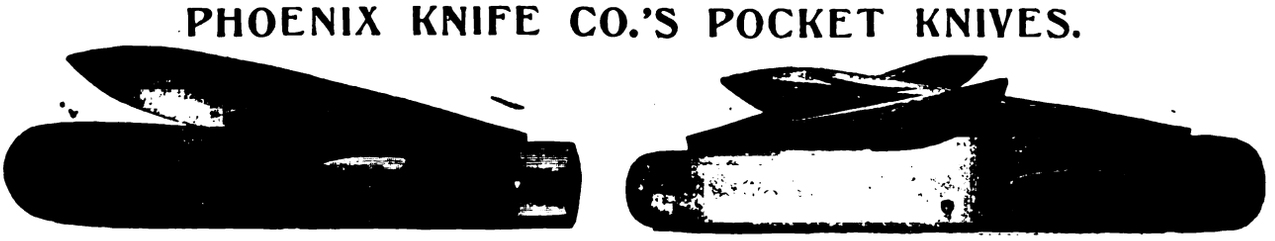
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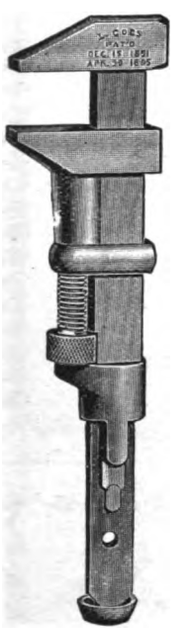
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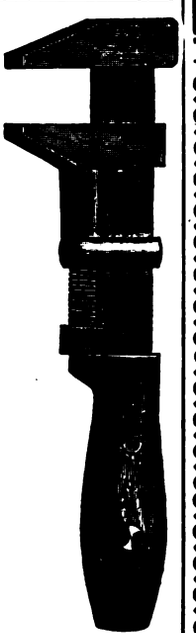
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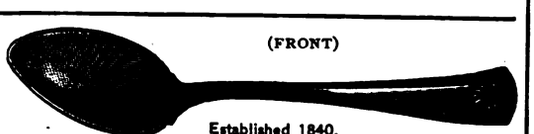
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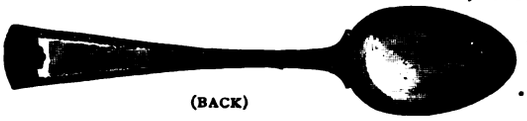
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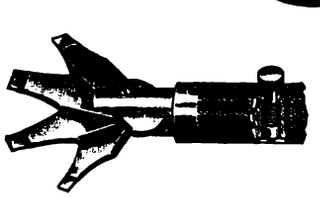
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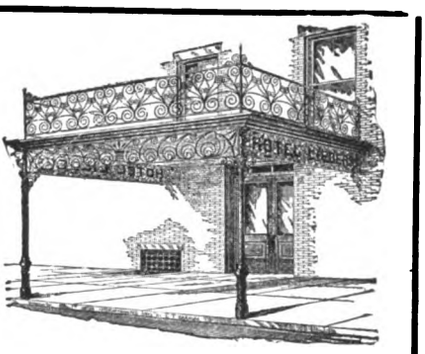
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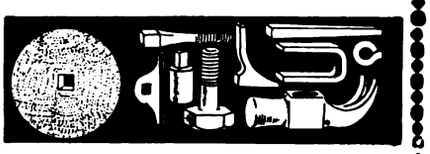
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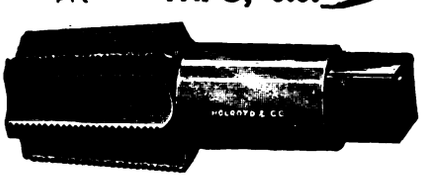
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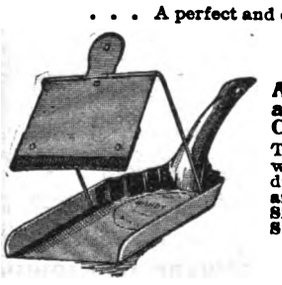


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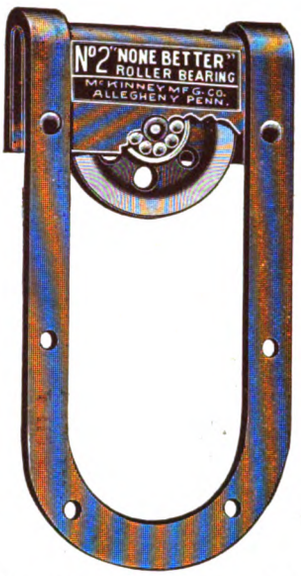
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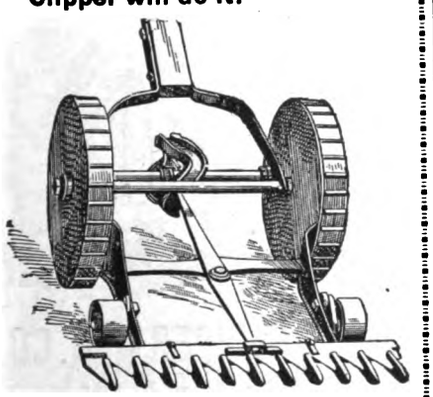
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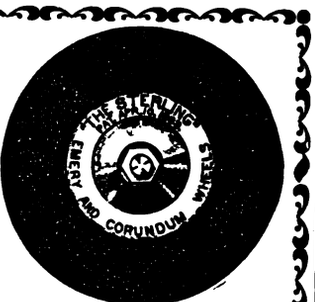
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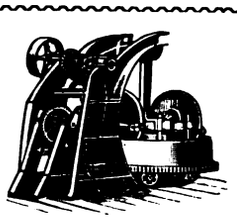


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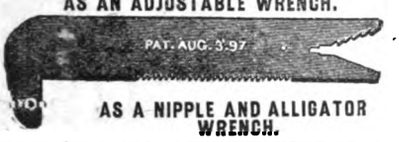
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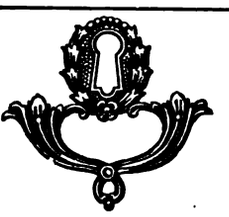
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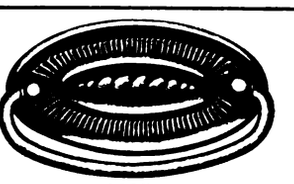
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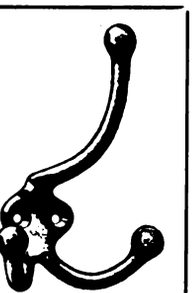
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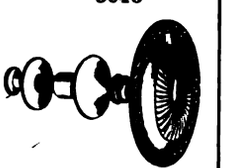
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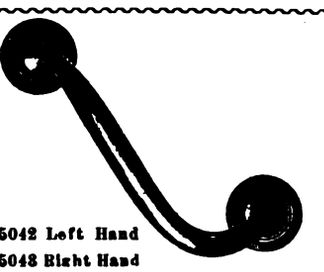

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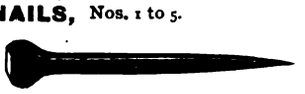
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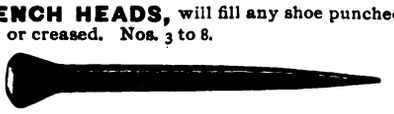

5042 Left Hand
5043 Right Hand


10007

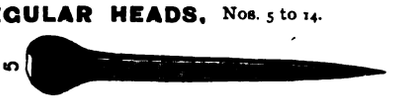
TURF NAILS, Nos. 1 to 5.



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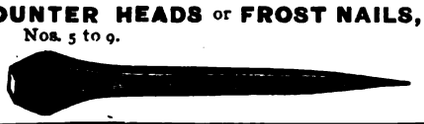
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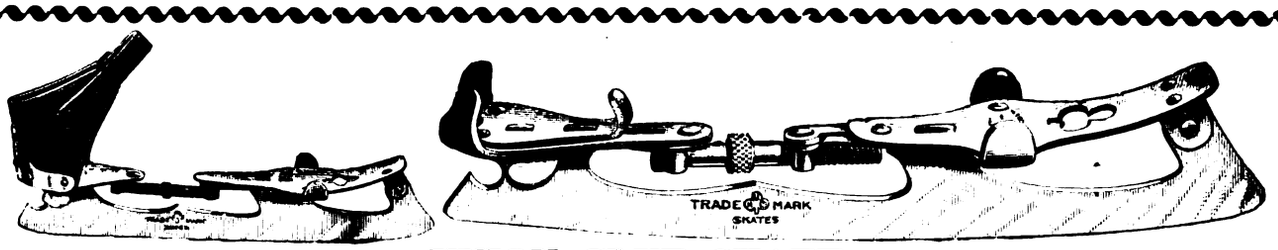
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PUTNAM NAIL CO.,

Boston, Mass.
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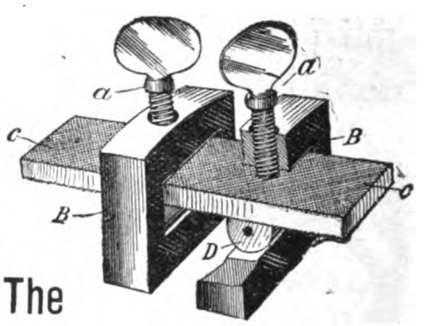


UNION CLUB SKATE.

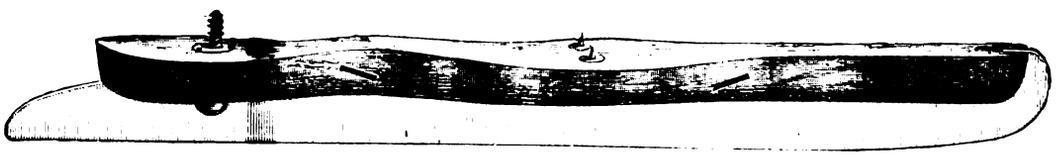




HOCKEY SKATES.



The Union Skate Sharpener.



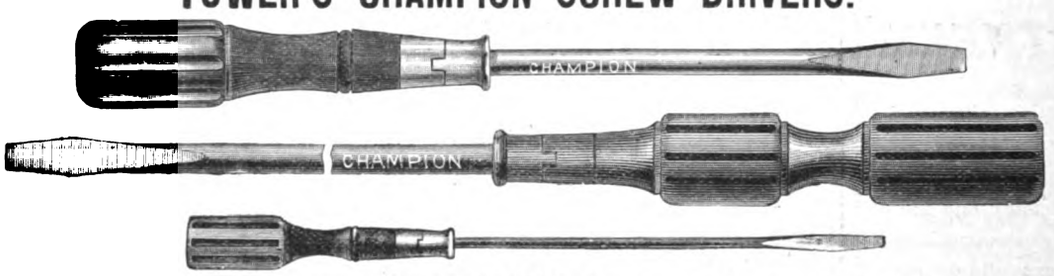
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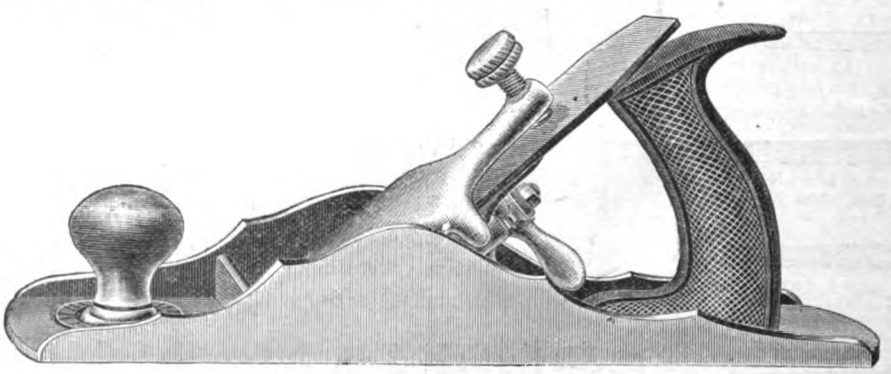
TOWER'S CHAMPION SCREW DRIVERS.

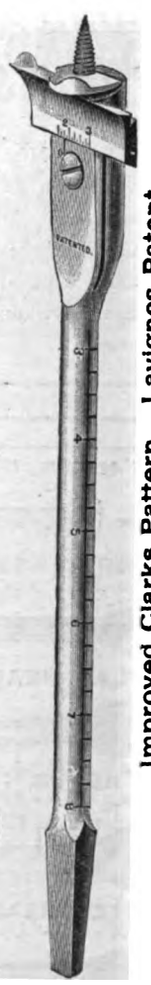


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







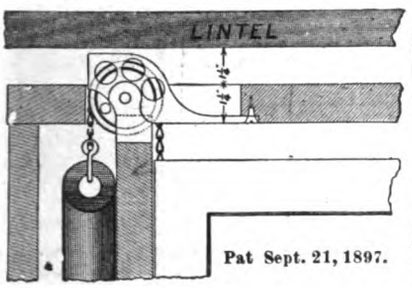
Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

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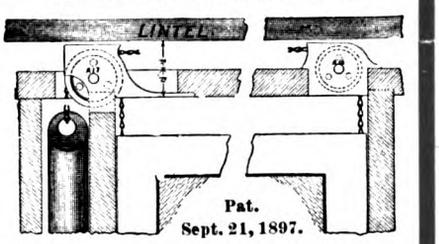
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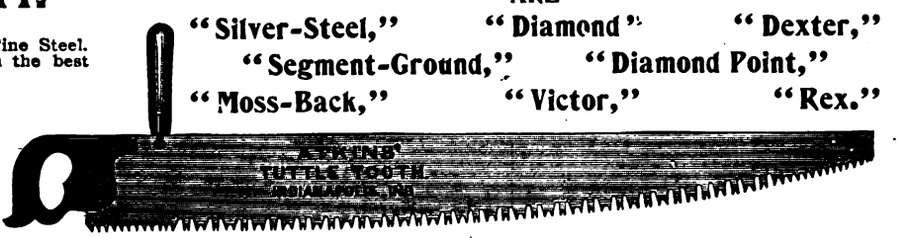
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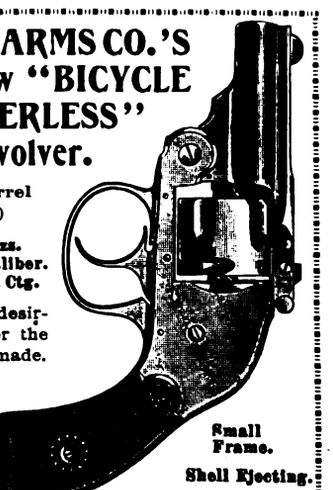
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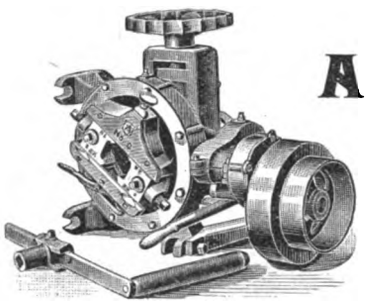
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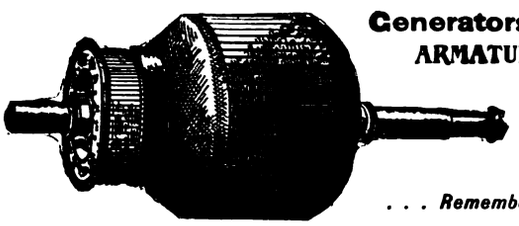
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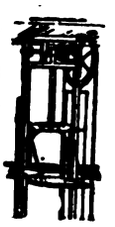
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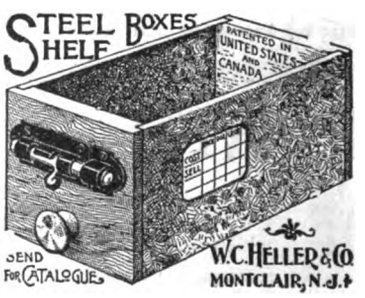
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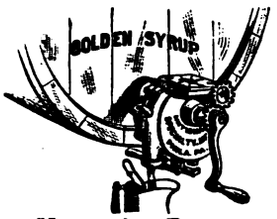
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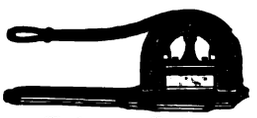
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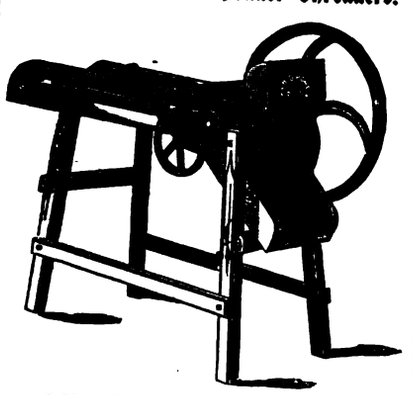


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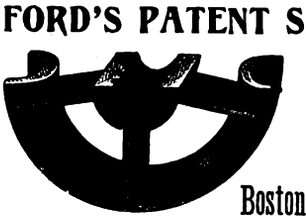
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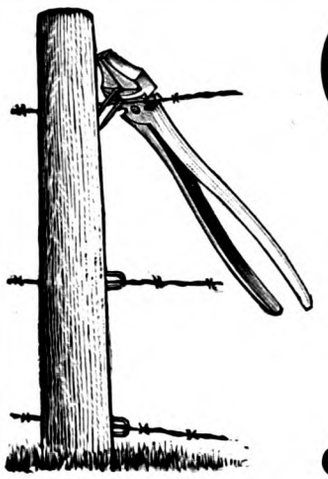
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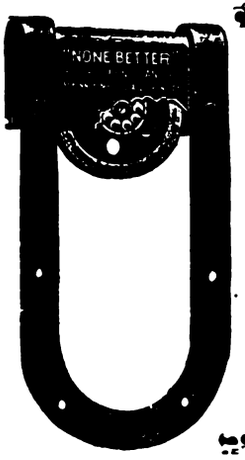
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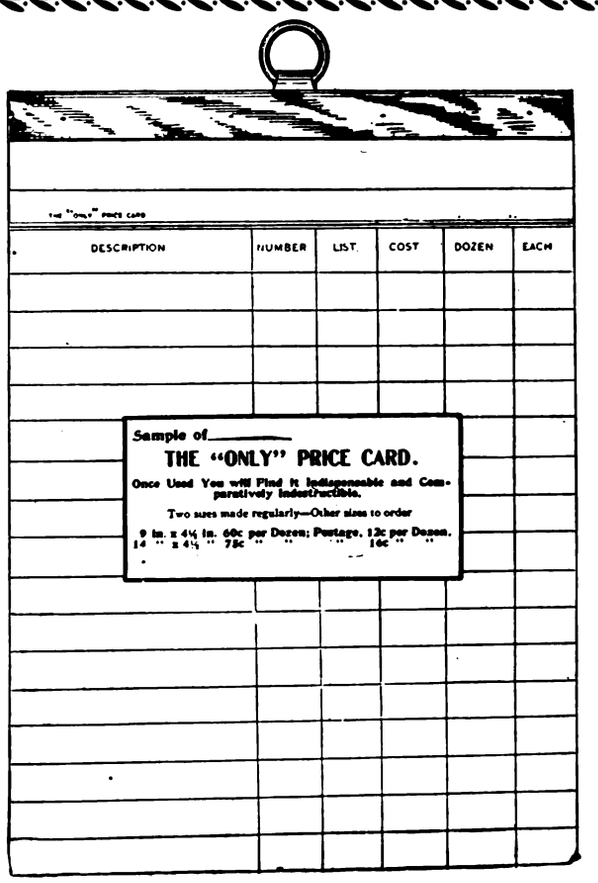
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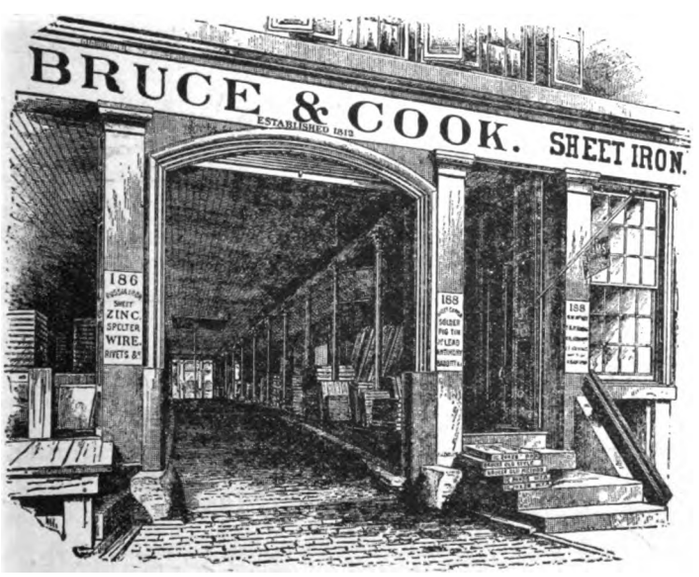
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Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

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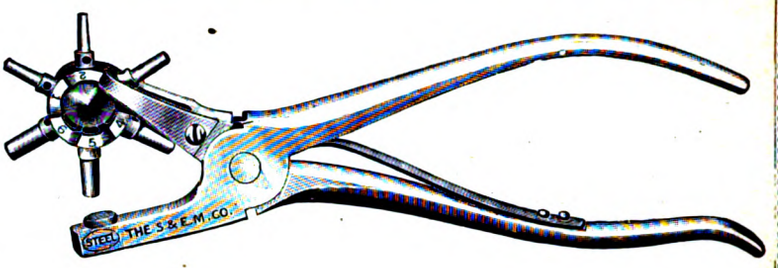
"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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BRIDGEPORT, CONN.



Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



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in . . "Giant Metal," Red Metal and Steel.



Closet Pulls and Plumbers' Supplies.

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DEALERS SAY

THE PEERLESS ANDES RANGE

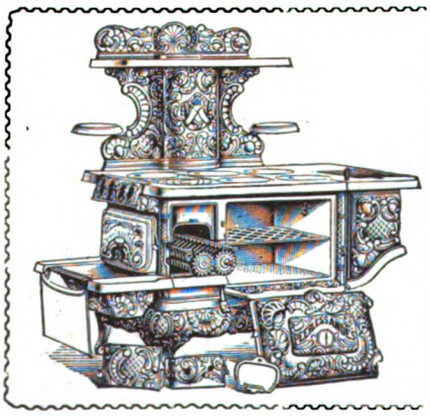
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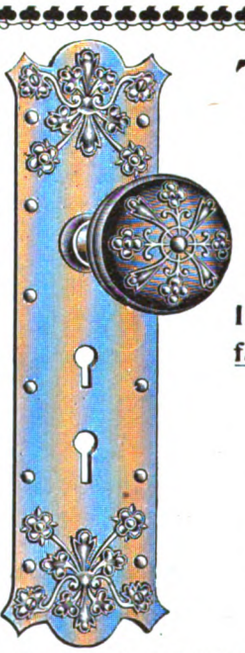
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Manufacturers of **Builders' Hardware,**

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SALESROOMS:

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PHILADELPHIA, 13 North Sixth St. (HERY A. TERRY.)

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HARDWARE

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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The enjoyable anticipation of an early peace, which is now the most prominent item of news, will naturally have the most exhilarating effect upon the Hardware markets of the world and stiffen still further the demand for staple goods which has been awaiting some such settlement of the international struggle for supremacy.

After experiences covering year after year of enforced commercial uncertainty, with only last year's improvement indicating a return to prosperous conditions which promise a steady business, with a certainty of "gains for all our losses," we have reached a point where the future seems filled with all the harbingers of successful traffic, making national advancement certain of development. Every business man is imbued with feelings of confidence in our future prosperity, coming to us from all quarters; and in the distribution of profit which will result, all classes of labor will receive a dividend.

Jobbers in almost every section report an excellent continuation of good business, with stocks sold down to the lowest point, leaving empty warehouses. The majority of retailers are paying for purchases more promptly than has been the custom for a long time, and jobbers in all branches of the trade are anticipating the best fall business they have known for years. Where stocks are exceptionally low, the orders are being prepared for speedy delivery, as there is a strong fear prevailing that unless goods are forwarded at early dates from factory, another season of a scarcity of supplies will again be upon us. Vacations will soon be over, and the full tide of preliminary hustling for fall requirements will keep our merchants on the anxious seat until the season's rush commences.

The prestige gained by our victorious army and navy will follow our triumphs of commerce all over the world, inspiring our merchants and manufacturers to a greater degree of activity, resulting in new energies becoming potential and new impulses being shared, in every department of progressive industry.

The fact that quite a number of the large consumers of iron and steel are now running their works day and night, leaves no possible doubt of the expanding domestic consumption, especially as some among them even many weeks ago had their orders booked for material for future delivery, which has not yet materialized, and the non-delivery of which has embarrassed other lines of business to a great degree; surplus stocks having in a great measure disappeared from the warehouses under the continued steady demand keeping up through the usually dormant conditions of a summer season.

Agricultural implement makers, knowing how great a demand will ensue from the sales of this year's crop, are promoting by every possible means in their power the production of special machinery for the making of which the iron and steel is not forthcoming, although on mill order books for months.

Let Peace Prevail.

The closing of the war and the return of our warriors to the numbers demanded by a peace footing, with the added necessity of a garrison for each of our new acquisitions of territory, will give an impetus to industrial and commercial expansion such as the country has not seen in decades.

New enterprises will follow the territorial possibilities, an active emigration of brainy workers and ambitious exploiters will open up to fortune's favors many of the most promising opportunities ever presented to the American people.

The world never until to-day has had such an excellent idea of the progressive character of the ideal American. His bravery and far-sightedness, his active and energetic temperament, combined with a conscientious regard for the future welfare of even the foe whom he has for months been forced to face, will give him a prestige before the nations of the world, that will always be regarded as part of the national supremacy in every field of thought or action.

In our humane treatment of the fallen foe, by feeding his starved stomach and sending his bullet-punctured body back to the fireside from which Spain wrested him against his will, we have set a standard of humanity under barbarous possibilities, that will make future conflicts less cruel when unavoidable, and make diplomacy take the place of force in more than one important contention of the future.

Our New Markets.

One of the most active, energetic forces in the world is Capital. It is restless under inactivity, and tireless in constant effort. It slaves while its owner sleeps, and redoubles its effort under his personal guidance. It constantly seeks new channels and new directions in which to flow.

Notwithstanding the fact that it is only a few days since we captured Santiago de Cuba, there are already many wild rumors flying of contemplated investments for American capital. An elaborate system of drainage is

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hinted at; an extensive street railway is half negotiated for; plans for modern buildings suited to the climate and requirements, already float in the brain of more than one speculator.

Every American believes that we can and will retain, at least commercially, all that we have taken; that is Cuba, Porto Rico and the Phillipines. What do these countries represent? A combined area of about 200,000 square miles; a total population of nearly 12,000,000 people; and a yearly trade, taking the ante-bellum days as a criterion, of $156,600,000. This amount of business has been done despite the iron hand of priest, soldier and statesman; each of whom, as the colonial history of Spain's possessions so cruelly indicates has ground from the native every wretched *peseta* that superstition and oppression could extract.

What the commercial future of these islands may be under a free, just, progressive, energetic and intelligent commercial policy, such as may be expected from the United States, it would be difficult to say. Aside from climatic conditions, which are the most favorable to prolific production, the natural and totally undeveloped resources are boundless. Each of the countries in question possesses millions of acres of virgin forest, the wood being of the most valuable fine-grained variety, suitable for the manufacture of the finest furniture. It is estimated that in Cuba alone there are 13,000,000 acres of such woodland, to which the axe is a stranger. It is believed, and in some degree proven, that rich deposits of various ores abound. Copper and iron have already attracted American capital to Cuba, and gold and silver have also been found in paying quantities. Porto Rico is credited with gold carbonates, sulphides of copper magnetic oxide of iron, lignite and yellow amber. The mineral wealth of the Philippines is supposed to be enormous. Gold and silver are known to abound in the interior, and the grasping policy of Spain is alone responsible for the jealous reticence of the natives in concealing the source of this wealth.

Who, then, shall predict the future of these islands when freedom and intelligence replace oppression and superstition?

There are virgin fields there for American goods, too. The countless sugar mills are to be rebuilt and equipped with modern machinery. The burned or shot-riddled factories must be replaced and numbers of new ones added to meet the requirements of increasing prosperity. American capital will necessarily be directed by American brains and American labor; and the present excuse for dwellings will be replaced by modern architecture and equipped with modern conveniences.

That the manufacturers of Hardware, tools and machinery of this country will get the bulk of this new trade, there can be little doubt. Having the best goods, the advantages in price, and being so situated geographically as to command it, we need fear no competitors. There is but one more requirement to make the market ours absolutely, and that is to be first in the field.

The Art of Advertising.

At the present time, when the mighty hunters of the almighty dollar are as countless as the shifting sands of the ever-changing sea, the art of advertising is like a blazed path through the trackless forest of the reading public; unless the advertiser blazes his path with consecutive and progressive exploiting, he is soon lost to sight, although dear to memory as a purposeless distributor of accumulated wealth. There are no short cuts. The royal road to deserved success is one long continuous hustle for business, backed by capital and piloted by experience.

A Neglected Market.

United States Consul-General R. F. Patterson, at Calcutta, India, has recently called attention to the Indian Hardware market; and indicates that, while American manufactures have obtained some foothold, the amount could be materially increased with proper attention.

His report states that the importation of butts is particularly large, every variety being used, and the same applies to spring hinges. The demand for padlocks is also very large. The importations cover all qualities, from the lowest grades to the most expensive; the sales of the cheaper being much larger. Rim and mortice locks are also largely used; as well as cabinet, till box, and cupboard locks, of brass.

In referring to lamps, Consul Patterson states that there is a larger demand for every kind, including floor lamps, hanging lamps and bracket lamps, in all grades. America competes with England, Germany and Austria in these goods.

The cotton and jute mills consume a considerable quantity of leather belting; and this trade is almost entirely in the hands of British manufacturers. Sizes up to 6-inches for single and 18-inches for double, are used. There is no duty on this line of goods, but particular care must be taken in packing. The belting should be covered with water-proof paper, and cased in the strongest manner, to stand rough usage.

Shovels are not used extensively, the distaste of the native for exertion making the hoe preferable. Some few of the cheapest grade of stamped steel shovels are imported from America, the "T" headed, round-nosed variety being the favorite. Most of the hoes are imported by the Secretary of State, and naturally these are procured in England.

Cheap American ploughs are used by some European planters; and these must be of light draft.

E. Bissell & Co., auctioneers, Nos. 12 Murray Street and 15 Park Place New York, announce on page 36 of this issue, several important sales in their line of goods. The first will occur on Tuesday, August 16th, at 10 A. M., and will include edge tools, shelf Hardware, hammers, hachets, screw drivers, etc., etc. The second sale will occur on Wednesday and Thursday, August 24th and 25th, and will include a large special trade sale of table and pocket cutlery and kindred goods. Catalogues of these two days' sales will be ready on August 20th, and will be sent on application.

An effort is being made by Edward Fleischer of Chicago, to persuade the Hardwaremen of that section of the country, to seek representation at the South African exposition, which is to open at Grahamstown, Cape Colony, on December 15th. Mr. Fleischer states that South Africa offers exceptional trade opportunities for manufacturers of agricultural implements, machinery, Hardware, tools, bicycles, etc., and is prepared to give all desired information on application to his office, No. 40 Dearborn Street, Chicago, Ill.

J. E. Keyser, a well-known Hardware dealer of Charleston, W. Va., was frightfully burned while repairing a gas pipe some days since. It was the old endeavor to locate a leak in a close room, and the striking of a match, with subsequent developments.

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THE DANGER OF OVERSTOCKING.

In discussing the question of selling goods, a prominent merchant said recently to a representative of *Hardware*, that most salesmen were "too anxious to sell large orders." He considered that many of the failures could be traced directly to the fact that the retailer had been loaded up with too large a stock, which he had to carry long after it was paid for, or worse still, perhaps, had found it necessary to settle for with notes, which fell due before the stock was turned over.

There can be no question regarding the salesman's feeling on the subject. His object is to sell quantity and make a showing at the end of the year. His position depends entirely upon results. If he is a salaried man and the profit on his yearly business does not warrant the expense his salary is cut down or his services dispensed with. If he is on commission, and does not earn a fair living, he makes other arrangements himself. Therefore he goes forth to make big sales, and gain the sweet smile and gladsome hand of the head of the house, upon his return. His instructions all bear on the same point. The fact is impressed upon him by his employers that he must push sales; and probably the only question he encounters from his house is: "Do you consider this man good for the amount of the order?"

The query as to whether the buyer's business warrants the quantity or the quality of the line ordered is of secondary, or, more often, no importance. "Why," argues the manufacturer or the jobber, "should we constitute ourselves judges of another man's business? Let him be the sole judge of what he requires. He is the one who must pay, and he would very properly regard any interference on our part as an impertinence." All this is true in part, but there is another side to be considered.

In the first place, a far-sighted business man should not be satisfied with the sales of to-day. He must build upon the future, and having secured a customer, he should seek to foster his trade by protecting his interests at every point as jealously as he would guard his own. This is not from any humanitarian standpoint, but is simply and purely good business policy. What stronger claim can be put forth to obtain—and retain—a retailer's custom than the knowledge of the fact by him, that his interests are safe in the hands of his jobber? Cut prices can always be met. Excellence in goods may always be equalled. Friendship in business is a slender reed at best. But when this friendship is fortified by the feeling of identity of interests, in which each participant receives equal consideration, the shock must be profound indeed which will sever such relations.

In the second place, the wholesaler is in a better position to see the general trend of affairs, and to discount future depression. His business is on a broader basis; he comes in contact with trade from a more general standpoint and he has means and ways of obtaining information, and thereby forming accurate conclusions in regard to future business, that are usually denied the retailer. That the latter should in all cases receive the benefit of the greater opportunities of the former, there can be no question. If the retailer, over-persuaded by the plausible salesman, shows an inclination to stock up too freely on any one line, or displays a desire to put in too many goods that are naturally slow sellers, would it not be better to ship part of the order and hold the balance for a little, than to load him up with a stock which will remain on his shelves until the interest eats up his profit?

If he runs short he will not be long in announcing the fact; while if he discovers that his wants are sufficiently supplied by the partial order, he will ask that the remainder be held indefinitely. Some will be inclined to argue that this is a dead loss to the supply house. That is where the mistake is made. Had the retailer received his whole order, and found that the goods did not sell as quickly as he expected, he would be very likely to conceive a prejudice against a good line, and this feeling would soon be transferred to the house selling them. If he had paid for them he would feel that he had suffered a loss. If he has not yet paid for them his inclination will be to put the matter off; and the wholesaler would probably get his second order and the money for it, as quickly as he would get paid for the first.

Some jobbers may argue that during the past few years of depression the trouble has all been on the other foot; that instead of over-stocking, the retailer could not be induced to buy enough. This is also misleading. At no time do the arguments of this article apply more strongly than in dull times. As an example of this, the merchant referred to at the beginning instanced the action of his house, at a time of political uncertainty some few years since. The dealers of a certain section, feeling an overconfidence in the result of a general election, were inclined to order more freely than the conditions warranted in the opinion of the wholesaler. Orders were cut in two by him, and the retailers notified that the balance would be held till required. It was not long before the wisdom of this was seen by the retailers, who wrote instructing the balance to be held indefinitely. The result was that the wholesaler made many friends, and his opinion and advice carried weight in the future. The retailers found that instead of having their shelves filled with slow-selling goods, and the inevitable big bills therefor, their stock was large enough for the demand, and their bills, correspondingly small, could be met promptly.

The whole question resolves itself into one of self-interest. The wholesaler who looks into the future and seeks to build thereon, will seek in every way to foster the interests and good will of his customers; and by so doing build up a constituency that in time becomes the most valuable asset the firm possesses.

An American paper, [*Hardware*,] recently gave good advice when it said, "Never write a letter that will leave a sting." The fact is men too often write in a hasty manner that which they regret soon afterwards. It is a good thing to remember that what is sent in a letter can be brought out at any time and re-read, and by this means old sores are revived. Think well before answering an unpleasant letter in an embittered tone. Business courtesy should be maintained even to an enemy.—*Ironmonger's Chronicle.*

British official reports value the imports of the island of Cuba at $66,000,000, and its exports at $94,000,000, for the fiscal year ending April, 1896. Its total trade during 1896 with the United States was $47,500,000, and with Spain $34,400,000, with Mexico, during the year ending June 30, 1897, $27,063.—*Exchange.*

Convalescent (dictating): Please say to Mrs. Jackson that I thank her, not alone for the brandy peaches that she so kindly sent me, but for the spirit in which they were sent. —*Exchange.*

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Death of Rochus Heinisch.

Rochus Heinisch, who has long been identified with the Hardware manufacturing industry of the country in connection with the business of R. Heinisch Sons Co., Newark, N. J., suddenly died of apoplexy at his home in Newark, on the evening of Wednesday, July 27th. He had been ill of Bright's disease for some time, and during the past three months had been unable to attend to business.

Mr. Heinisch had devoted his whole life to the business in which he was engaged at the time of his death. He was born in Newark sixty-one years ago, being the son of Rochus Heinisch, who founded the business of R. Heinisch Sons Co. The elder Heinisch was born in Bohemia, and learned the trade of a surgical instrument maker. Coming to America, he settled in Newark in 1829, and conceived the idea of making shears of malleable iron, faced with steel. He succeeded, and at his death in 1874, left to his sons a flourishing business. In time a company was formed, and Rochus Heinisch, who has now just died, was made its president. He had learned the business in all its branches.



It was under his management that the company's present factory in Thirteenth Avenue was built.

During the civil war Mr. Heinisch enlisted as a private in Captain W. W. Morris's Company A, Twenty-sixth Regiment, New Jersey Volunteers. After the regiment was mustered into the service he was elected a second lieutenant, and while in the field was promoted to be first lieutenant. He took part in the campaign of Fredericksburg, December 11–15, 1862, and in the fight at Chancellorsville in the following May. He also participated in the storming of the heights of Fredericksburg, on May 3, 1863, and of Salem Heights on the same day, and shared in the capture of the earthworks at Franklin's Crossing on June 5th.

Mr. Heinisch was a member of Damascus Commandery, K. T.; Kane Lodge, F. & A. M., and Lincoln Post, G.A.R. He was a large-hearted and genial man, with much quiet dignity, and was very generally esteemed. He leaves a widow, two sons and a daughter.

The funeral occurred on Saturday, July 30th, at Mr. Heinisch's late residence. It was largely attended. The oak casket, with massive silver side rails and handles, was surrounded by large floral offerings. The employees of the Heinisch factory contributed a mound of choice flowers standing nearly six feet high. Lincoln Post sent a Grand Army badge in colors. Kane Lodge, F. A. M., was represented by a piece showing the insignia of the order; Damascus Commandery contributed a large floral offering, and there were many others from relatives and friends. The organizations named were represented by members. The 150 employees attended in a body, and escorted the remains to Mt. Pleasant Cemetery. Rev. Dr. Henry Baker, who came on from Wilmington, Del., and the Rev. Dr. Mackay, of the North Reformed Church, conducted the services.

The regard and affection in which Mr. Heinisch was held by those intimately associated with him is shown by the following resolutions adopted at a special meeting of the R. Heinisch's Sons Co. Employees' Mutual Aid Association of Newark, N. J., held on July 28th:

Whereas, The Almighty has taken from us our esteemed and beloved employer and treasurer, Mr. Rochus Heinisch, in whose death we have sustained an irreparable loss, and

Whereas, His constant and untiring devotion to his employees has won our esteem and admiration, and

Whereas, In his untimely demise we sustain the loss of an earnest and trustworthy employer, whose presence will be missed because of his kindly disposition and regard for his employees; therefore, be it

Resolved, That we, the employees of R. Heinisch's Sons Co., place upon record our deep sense of sorrow at the death of Mr. Heinisch, for whose character and achievements we had the highest respect and whose personal qualities attached us to him;

Resolved, That we extend to his sorrowing family our sincere sympathy in this sad affliction;

Resolved, That we attend the funeral in a body, and that these resolutions be suitably engrossed and presented to the bereaved family.

The Stanley Booklet.

The Stanley Rule & Level Co., New Britain, Conn., and No. 107 Chambers Street, New York, are issuing to the trade a twenty-page booklet having reference to their improved labor-saving carpenters' tools, and including their complete line of Bailey's adjustable planes. To any dealer unfamiliar with the extent and variety of the labor-saving devices with which this pamphlet is filled, an inspection of its contents will prove a revelation. No finer conception of the inventive skill demanded by the up-to-date craftsmen can be shown than in such tools as the adjustable beading rabbet and matching plane, the adjustable dado, fiiletster, plow, etc., the Universal plane, which includes a moulding plane, match, sash, chamfer, beading, reeding, fluting, hollow, round, plow, dado, rabbet, filletster and slitting plane, a tool which, in the hands of an ordinary carpenter can be used for all kinds of work covered by the full assortment of so called fancy planes, which in old times formed almost the entire contents of a carpenter's tool chest. The pamphlet is filled with illustrations of such useful tools as improved marking and mortise gauges, butt gauges, Universal spoke-shaves, core box planes, tongueing and grooving planes, hand beaders, handy router, circular and chamfer planes, etc. In a circular accompanying the booklet the company announce they have added to their regular assortment of Bailey's adjustable planes a No. 5½, including it with the numbers that are furnished with corrugated bottoms, when so ordered. They humorously observe in the same circular: "Two opposite effects often result from a single cause. For instance: The 'better times' of this present year have created with us a greatly increased demand for our high-grade carpenters' tools. And the same 'better times' have caused a falling off in the demand for Pegging Awl Hafts, because farmers, mechanics and others can now afford to buy new shoes, harness, etc., instead of cobbling up the old ones."

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Death of Joseph Banigan.

There passed away on July 28th, at his home in Providence, R. I., a man who has had important connections with the Hardware trade, and whose whole career was full of a stirring activity. This was Joseph Banigan, a leading rubber manufacturer, and president of the American Wringer Co., with headquarters on Chambers Street, New York. He had been quite ill for several months prior to his death.

Mr. Banigan amassed a large fortune, and was, in every respect, a self-made man. He was born in Carickadoncey, County Monaghan, Ireland, June 7, 1839. His father's family came to America and settled in Providence in 1847.

Joseph Banigan was sent to school, but he remained for only a year, and then went to work in the factory of the New England Screw Co. After this he learned the jeweler's trade. When he had served his time, he worked as a journeyman in Providence and Attleboro He had made a study of the manufacture of rubber, and when twenty-one he joined with John Haskins in the manufacture of rubber stoppers for bottles. He went to Boston and took charge of the factory there as superintendent. The rubber business interested Mr. Banigan, and he continued to study, and discovered a process for the vulcanization of the substance. This discovery he put into use, and later he organized his business into the Goodyear India Rubber Bottle-Stopper Co., of which he was manager until 1866.

He became interested in the organization of the Woonsocket Rubber Co. The business was started in a two-story building, and Mr. Banigan was buyer, superintendent and manager. The business of this new concern grew rapidly, and the next year it was made a stock company.

Three years ago Mr. Banigan sold out his interest to the United States Rubber Co. for a large sum and accepted the position of president of the United States Co. at a salary of $50,000 a year.

Mr. Banigan's connection with the wringing machine industry dates back to 1878, when he was elected a director of the Bailey Wringing Machine Co., of Woonsocket, R. I., afterwards becoming its president.

In 1891 he organized the American Wringer Co., which was a consolidation of the Bailey Wringing Machine Co., the Metropolitan Mfg. Co., the Empire Wringer Co., and the F. F. Adams Co.; was elected president of the new company and held the position until his death.

Mr. Banigan was progressive in character, and when once convinced of his course, showed an indominable will and determination in its pursuit. He had a keen appreciation of the humorous, and was always quick in repartee. He was a good talker, and to this talent is due to a large measure his success in business. He was proud of his career, and was never ashamed to call attention to the house in which he was born. He had no college education, but was an able business man, as is illustrated in the way he built up his large fortune.

Mr. Banigan was also interested in many concerns outside his rubber interests. His sagacity and ability, together with hard work, gave him a leading place in the busines world, and at the time of his death he was reputed to be one of the wealthiest men in Rhode Island. His reputation as a successful business man had been equaled in his character as a philanthropist. Educational, religious and charitable work of all kinds, without reference to race or creed, had been aided by frequent gifts from him of money and land, which were said to aggregate over a million dollars. In addition to these many gifts to charitable and educational instutions during his life, Mr. Banigan in his will has left about $140,000 to various charities.

The Berlin Iron Bridge Co., East Berlin, Conn., have just completed a fireproof boiler house for the Hendey Machine Co., Torrington, Conn.

C. H. & E. S. Goldberg.

C. H. & E. S. Goldberg, whose extensive premises at West Broadway, Reade and Hudson Sts., N. Y., are illustrated in this column, have justly earned the reputation of being the representative house in the Wooden Ware industry; carrying in their full and complete stock the largest assortment of goods in that line, ever seen under one roof. Their commodious quarters, occupying as they do almost the entire block bounded by three streets, afford them ample facilities in sample rooms and storage capacity, to display the products emanating from the 100 factories with which they have established connections, acting as manufacturers' exclusive agents in their line for very many of the specialties, which have already achieved a world wide celebrity. Merchants who add to the attractiveness of their local assortments by a large and varied stock of housekeeping appliances, will do well to correspond with this firm, and from their extensive catalogue learn the large variety of articles, all of which give the retailer a substantial profit, that can be obtained. In baskets alone, the combined product of twenty factories contribute their share. In brushes, the line extends from tooth brushes to floor brooms; in corn brooms, which is usually the foundation of a stock of house furnishing goods, the entire product of several factories are marketed through the dis-



tributing facilities possessed by this progressive firm. In addition to the usual lines common to all stocks of wooden ware, this firm are large importers of China matting, in all the leading styles, and carry large stocks of floor and table oil cloths, linoleum, etc., such goods as are associated with the names of makers like Thomas Potter, Sons & Co. They are large distributors of the Kalamazoo Sled Co.'s childrens sleighs; do a big business in wooden packages, carrying in stock every conceivable style; which, when the location and quantity make factory shipments advantageous, can always be shipped direct at a great saving of freight, etc. Attention is called to their advertisement on page 39.

The Wm. Schollhorn Co., New Haven Conn., have issued a neat and comprehensive catalogue under date of July, 1898, which is well worth the interest and attention of the trade. There is a change in some of the price lists to which attention is called, as this catalogue supercedes all others previously issued. The company in an introductory note call attention to the fact that because of the increased demand for their goods, they have been compelled to enlarge their facilities with improved machinery and tools, thus enabling them to produce high and medium grade goods at low prices. The catalogue illustrates and describes their full line of shears, scissors, plyers, etc., which lines are too well known to the trade to need recapitulation here. Sizes, prices and full description are given of each article. Catalogue will be sent on application.

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Good Locks.—No. IV.

It is interesting to trace the evolution of an important invention from its early conception. Where it embodies important principles this process usually carries it far beyond the lines which at first may have seemed to limit its application and scope. This is notably true of the Yale system of lock construction, some of the earlier phases of which have been sketched in previous articles. When first

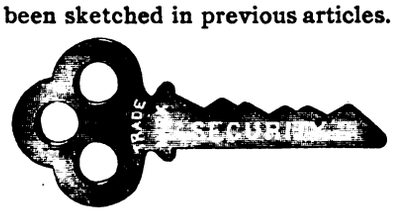


FIG. 1.

introduced the Yale lock was operated by a flat steel key of the type shown by Fig. 1. This key, made from sheet steel, was the earliest key of this type and the precursor of the multitude of imitations which have since been produced, which are commonly but incorrectly represented as, or supposed to be, keys pertaining to Yale locks. Indeed, this fallacy is now so common that any lock having a small flat key is apt to be designated as a Yale lock.

The true Yale lock, however, illustrated and described in our issue of January 25, 1897, is one having a cylinder which contains a rotating plug and a series of pin tumblers, set by the insertion of the proper key, which thus serves to rotate the plug and actuate the mechanism. The popularity and success which followed the introduction of the original Yale lock by its inventor, Linus Yale, Jr., and his partner, Henry R. Towne who, jointly organized, just prior to the death of Mr. Yale, the corporation now known

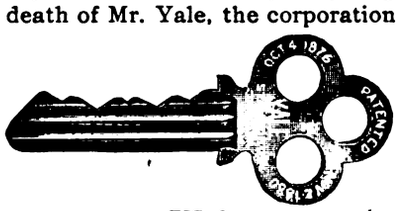


FIG. 2.

as the Yale & Towne Mfg. Co., resulted in the early and steady enlargement of the line of locks constructed on the Yale system, and in a series of improvements and additions thereto, which have continued steadily down to the present time. One of the earliest of these improvements consisted in the substitution, for the original flat key, of the corrugated key, shown by Fig. 2. The peculiar construction of this key, and of the corresponding key-way in the cylinder, added greatly to the safety of the lock, by making much more difficult the picking of the lock, and by practically eliminating the possibility of any key previously made fitting one of the new locks, because of the fact that none of the former could even enter the key-way of the latter. This construction also increases the strength of the key, while adding little or nothing to its weight.

Some years later a still further improvement in this direction was effected by the invention of the paracentric key,

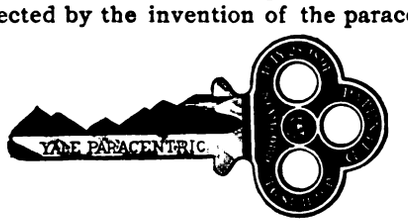


FIG. 3.

shown by Fig. 3, and now used with all the genuine Yale locks.

The Yale system originally was applied to only seven varieties of locks. At the present time the line of Yale locks embraced in the catalogues of the Yale & Towne Mfg. Co., comprise upwards of one hundred distinct types or varieties, many of these made in different sizes and finishes, with an almost infinite variety of decorative metal work in the case of locks intended for use on doors and elsewhere where ornamental effects are desired. The Yale system has thus been extended so as to apply to locks for almost any conceivable use, including doors of every kind for public buildings, residences, etc.; for desks, drawers, and other cabinet work; for bank safes, chests, and safe deposit boxes; for doors of prisons, asylums and other public institutions, including also various forms of padlocks. The product of the Yale & Towne Mfg. Co. now embraces a vast variety of locks of every kind additional to those of the Yale system, but the latter is adopted always for locks of the better grades, and for every use where security is the first requirement. Their variety is now so great that a Yale lock can thus be obtained for any desired place or purpose. Its identity can readily be determined by the facts and the descriptions contained in this and previous articles, and, when established, may safely be accepted as a guaranty of the highest attainments in the art of lock making.

"100 Ads. For $1.00."

The attention of readers is called this issue to the advertisement of J. B. Kessler & Son, Clayton, Mich., who are advertising a booklet known as "100 Ads. for $1.00." This book is on Hardware and implement advertising, and one that will be of interest to the trade.

It was written and compiled by Burtis R. Kessler, the junior member of the firm, who has not only had practical experience behind the counter, but special training in Chicago under one of the best Hardware advertising experts in the country, fitting himself for this work. This series of advertisements were selected from many hundreds used, for the reason that they brought prompt results. No matter how well you write advertisements, these suggestions will aid you as they will enable you to tell your story in a new way. It is one thing to buy goods, and buy these well, and something else to sell goods. Only intelligent publicity will successfully attain this end. One cannot afford to sell at small profits, unless he does a large business, and one cannot expect to do a large business, unless he advertises his bargains.

Successful advertising must be regarded from two standpoints: First, that of the article itself, whose sale it is desired to create or increase; second, the various modes of announcing its existence in the market, and of persuading the public to purchase it as a benefit to themselves. This book is written from practice, not theory, and each and every one of the advertisements was written and used for the purpose of selling goods. We know that these advertisements have brought them business, and also know that they can be serviceable to you.

The Warren Co. in New York.

The J. D. Warren Mfg. Co., No. 152–158 Lake Street, Chicago, have removed their New York office to the elegant building in which the New York Hardware Club have their headquarters, the Postal Telegraph Building, No. 253 Broadway, where they will be represented by H. A. Graef who is well known by a large number of merchants throughout the United States, having been some fourteen years with the Hardware manufacturing firm of Sargent & Co., of New York, and during recent years representing a number of jobbers with headquarters in Chicago. He has seen the Warren shelving meet with great success, and realizing that the Hardware merchant is anxious to adopt reform methods of carrying stock, will devote his attention to this specialty hereafter in the Eastern States and foreign trade, and will be pleased to meet his old friends at his office, No. 253 Broadway, New York.

The population of Habana, Cuba, is about 220,000.—*Ex.*

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The Toler Liquid Door Check and Spring.

John Toler, Sons & Co., Newark, N. J., for whom W. H. Quinn & Co., No. 103 Chambers Street, New York, are general agents, are placing upon the market the newest



FIG. 1.

improved door check and spring offered to the Hardware trade this season. We present herewith in this article several illustrations of the same. It is claimed to be entirely new both in style and mechanism, see Fig. 1, and upon inspection will be found strong, simple and effective in oper-



FIG. 2.—INSIDE OF RIGHT-HAND DOOR.

ation, combining in its make up the best achievements of other checks, while possessing a number of valuable features original with the one under consideration, among which may be noted:

It has a vertical case, with openings only at the top. It has no plugs or caps screwed to the cylinder ends. It can-

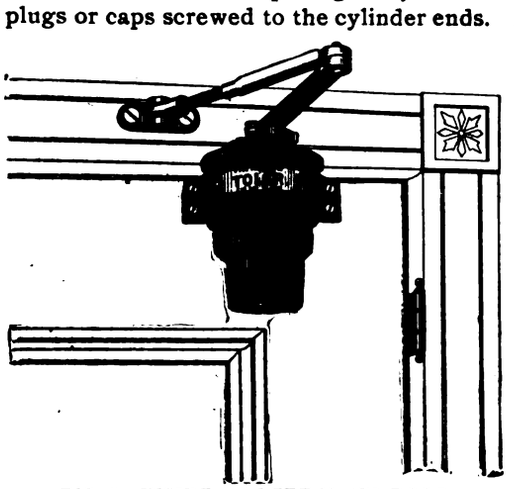


FIG. 3.—INSIDE OF LEFT-HAND DOOR.

not leak. There is no way for the liquid to escape after the check is applied. The piston is idle during a greater part of the opening and closing of the door, thus saving the wear on all parts, being made of the very best of material throughout. It works to perfection, closing the door quickly and gently. It is easily taken apart by anyone; no returning to the factory for anything, this saves time and money. It is a practical machine and very ornamental, see Figs. 2 and 3. When applied to the outside of doors it is necessary to use a bracket, as will be noticed in Figs. 4 and Fig. 5; the bracket being furnished without charge, upon application. They are put up at the factory for right or left hand,

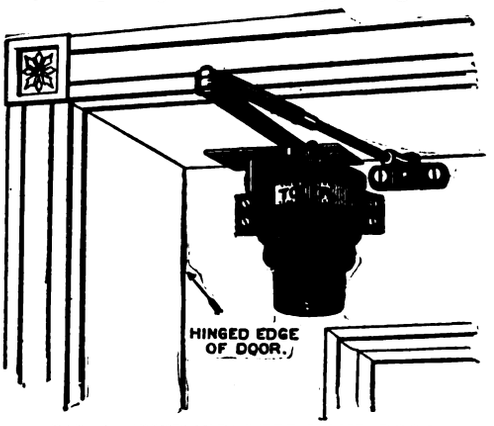


FIG. 4.—(OUTSIDE) LEFT-HAND DOOR.

but when necessary, the hand is easily changed by following simple directions.

It is placed on the market at the following price list. Discount on application.

Letter O.	For telephone booths, screen doors, etc...	$3.00
" A.	For light inside doors less than 3 feet wide.. ...	4.00
" B.	For light outside, or inside doors less than 3 feet 5 inches	5.00
" C.	For heavy inside or outside doors less than 3 feet wide	6.00
" D.	For doors less than 3 feet 9 inches wide.....	7.00
" E.	For heavy storm and outside doors.....	8.00

The regular finish is in gold bronze, but there is no extra charge for silver bronze or dead black when required. It

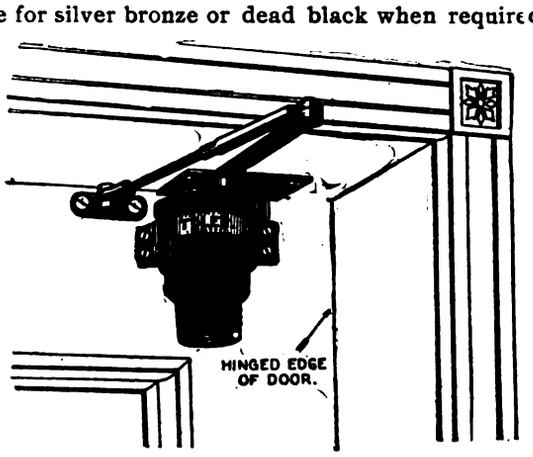


FIG. 5.—(OUTSIDE) RIGHT-HAND DOOR.

is also supplied plated in brass, nickel, copper, or silver, either plain or oxidized, at a slight advance in price for the extra finish, which is made a specialty of. Full information regarding this door check and spring can be obtained on application to either the factory or the general agents as noted above.

Bissell Co. Annual Election.

At the annual meeting of the directors and stockholders of the Bissell Carpet Sweeper Co., held at the general office of the company in Grand Rapids, Mich., on July 21st, the following officers and directors were elected to serve for the ensuing year:

President: Mrs. N. R. Bissell.

First Vice-President, Secretary and General Manager: C. B. Judd.

Second Vice-Prest. and Eastern Manager: T. W. Williams.

Assistant Secretary: Robert E. Shanahan.

Treasurer: Maurice Shanahan.

Dicrectors: Mrs. N. R. Bissell, C. B. Judd, Maurice Shanahan, T. W. Williams, Robert E. Shanahan, W. J. Drew, Henry Idema.

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Smile and Fight.

There was, not many years since, a man associated with the Hardware trade of New York, who suffered from chronic pessimism. No matter what the condition, he could see it only from one side, and that was the dark side. When he came down to business in the morning he always accompanied his salutation with an inquiry for your health, and volunteered the information that you "were not looking just right." However well meant this may have been, it was bound to have a depressing effect; and the way this croaker was cured was both expeditious and novel.

Among his associates in business was a young man, since become the head of a large jobbing business, who looked well, felt well and was well; and who, moreover, had no desire to become anything else. This young man decided to try a cure on the gloomy one, and one day, by pre-arrangement, some twenty of the boys each expressed concern regarding the latter's health. What could be the matter? His eyes looked queer, his color was ten shades off, his lips were blue, his hand shook and a hundred other imaginary ills were recalled to him by his solicitous friends.

At first he did not pay much attention to it; then he became interested, and finally alarmed. About the middle of the afternoon he went to the head of the firm and asked to get off as he was not feeling well. His request was granted, of course; and he went to see his doctor, who can always enter into such a joke without being acquainted with the facts. He was advised to rest for a week, take a prescription which was furnished him, and see the doctor about every two days. He stood this for a week, and then decided he was sufficiently recovered to resume work. On his return to the store he was cheerfully informed that the whole thing was a plot, and after a few days of anger saw the joke and wiped the blot from his brain.

How thoroughly this same spirit is applicable to business health as well as the physical, may be seen every day by the observant man. It is surprising how many natures there are that partake of the character of the looking glass, and reflect every object that presents itself. Brown, the head of the firm, comes down in the morning after a bad night, and acts as though he were firmly convinced that the whole commercial world was going to the dogs. His associates and subordinates become imbued with his state of mind; and even the office boy feels like kicking the cat. A business friend drops in and receives the impression that Brown's business must be falling off or he would be more cheerful. A customer comes in and is served in a half-hearted manner that makes him half regret his purchase, and wonder if he really needs the goods; and so on until everybody feels that the only relief is closing time.

How different it is when the moving spirit in the scene is bright and cheerful. Ask the travelling salesman about it. Does he dare enter a customer's store with a long face and gloomy air? If he does, he gets an order for just what he expects—nothing. He must have a cheery word and smile though his very heart be eaten out with private griefs. He must have a bright, cheerful manner that will mpress his prospective customer with the fact that the sunshine of commerce is beaming, and that the outlook is good, or he can sell no goods.

We claim, as a civilized nation, to have reduced the possibilities of infection to a minimum. We have triumphed over diseases of this kind as represented by yellow fever, smallpox, typhoid and many others. Our system of sanitation is perfect. But what protection have we from the nfection of depression spread abroad so sedulously by the pessimist, the croaker, the complainer? Just one, and that is isolation. Shun him as you would a plague. Bar him off by himself until he learns that cheerfulness is to the mind what cleanliness is to the body. Keep smiling and fighting and you may laugh to scorn the darkest combinations that misfortune can array against you. Seek always to impress your fellow beings with the bright side, and both they and you will find the mountains of care and worry gradually dwindling into insignificant mole hills, so easily overcome that the wonder will be why they loomed up so large and ominous in the distance.

Ausable Horse Nails.

The Ausable Horse Nail Co , No. 10 Murray Street, New York, Abraham Bussing, president, report having done an exceptionally well sustained business during the year ending July 1st, and from indications already at hand, the fall business will largely exceed the most sanguine expectations

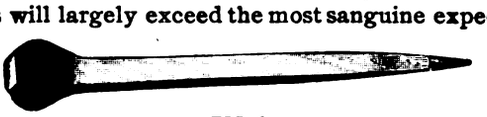


FIG. 1.

of the early spring. The Ausable Horse Nail Co. were the pioneers of the hot-forged and hammer-pointed improvements in horse nails that now so thoroughly prevail in the manufacturing methods of this important industry, the old fashioned hand processes that previous to the advent of

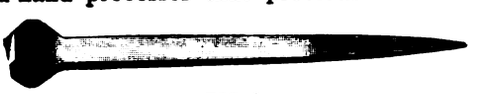


FIG. 2.

this company were deemed essential, having been imitated so successfully, no horse nail can be marketed to-day deficient in this respect. The styles of heads that have been found popular in different sections of this country and abroad are made in great variety, the leading styles being

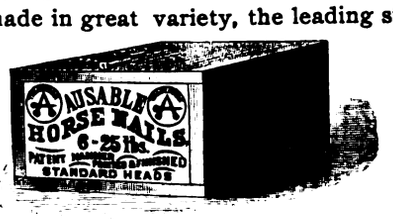


FIG. 3.

shown in the illustrations herewith, which are the standard head, Fig. 1, and the light head, Fig. 2. These horse nails are marketed in boxes holding twenty-five pounds, Fig. 3, the most favorable form for convenient handling for all branches of the trade.

The Wilmot & Hobbs Mfg. Co., Bridgeport, Conn., are making extensive additions to their manufacturing plant, which consist of two large buildings. These buildings are to be used as an engine and plating building, and a machine or manufacturing building. The engine and plating building is about 60 feet wide and 100 feet long; two stories high, steel frame construction, with brick side walls and concrete floors. The machine building is about 80 feet long and 135 feet wide, and three stories high. This building is of steel skeleton construction throughout. The floors are designed for heavy loads and are carried on corrugated iron arches supporting concrete filling. The aim in the designing of these buildings has been to get the most convenient structures possible and the maximum amount of light consistent with stability of structure and with economic construction. The designs of the buildings were made by the Berlin Iron Bridge Co., East Berlin Conn., who furnish and erect the steel structural work.

"Father," said a thoughtful little boy, "how many feet has a dog, if we call his tail a foot?"

"Why, five feet, my son."

"No, father, that isn't right."

"How so, my son?"

"Why, he would have only four feet. You see, calling his tail a foot doesn't make it a foot."—*Modes and Fabrics.*

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The Merchant's Bank-Profits.

In these days of close competition and narrow profits the business man, to be successful, must study every detail of his affairs with careful scrutiny. It is by this means alone that he can discover where unnecessary expense can be cut off and where additional profits can be realized without sacrificing liberality toward patrons and without diminishing the popularity of his store.

It is frequently discovered that a merchant, while progressive in most matters, still fails to perceive the profits to be made from discounts. A case in point comes to my mind: Some time ago a customer of a certain house was found to be very tardy in his payments. Investigation of his statements made to the commercial agencies showed that he was in good financial condition, having a surplus of some $20,000 over all indebtedness. He carried a stock of $10,000. His annual sales were about $30,000, which would indicate that he turned his stock three times a year. In other words, with a capital in use of only $10,000, he was doing a business three times that volume in amount. This is an important fact to bear in mind. It was found further, upon investigation, that this merchant, in common with many others, had gained the idea that he could place his money in outside investments to better advantage than would follow from using it in his business.

Finally I had the opportunity to do some figuring for this man. In some lines of goods which he carried he received a discount of 6 per cent. on bills paid in ten days. In other lines the discounts varied, grading down to 2 per cent. for the minimum. The average discount allowed for prompt settlement was 4 per cent. It was soon made clear that, inasmuch as the capital employed, say $10,000, was used for purchases three times a year, and each time by claiming discounts was entitled to 4 per cent., it was possible to make a profit of 12 per cent. per annum upon the investment through this means alone. The merchant at once perceived that a yearly income of $1200 upon a capital of $10,000 is a much better return than he could expect from any outside operations that are absolutely safe.

Such a return for prompt payments will go far toward making any business an unqualified success. One prominent merchant whose annual trade is very large, recently asserted that he is entirely satisfied with the profit from his cash accounts as the net return from the business.

The question arises in many cases, how to take advantage of discounts when ready cash is not at hand. This, however, is a problem of no very great difficulty, provided the business is in good condition and shows by the relation of live assets to liabilities that the merchant is entirely solvent and in possession of a reasonable surplus. Money is plentiful in the banks, and bankers are always ready to lend to responsible borrowers.

The rate of discount at which money can be secured from a bank is rarely above 6 per cent. per annum. Accordingly, the merchant who occasionally borrows from his bank for the purpose of claiming discounts which net him 12 per cent. per annum is enabled to make a clear profit of 6 per cent. upon the transactions. Or where he borrows for all his payments, with a business of the size mentioned above, there is still a gain of $600 in discounts. These facts clearly show that every merchant who does not arrange to discount his purchases is neglecting a very important source of profit.

F. R. Boocock.

Early History of Cast Iron Pipe.

Cast iron was known to Holland in the thirteenth century, and stoves were cast at Elass in 1400. But tradition has it, which an ancient Roman writer records, that the temple of the "Great Mother," at Sparta, is said to have been built by Theodorus, who first discovered the art of casting and making statues in iron. As with the metal itself, so its discovery in the form of cast iron was an accident which occurred at one of the early works in the Rhine Provinces, where a part of the "running" one day was found to be of different texture, and it was a problem for some time what to do with the strange stuff.

The first blast furnaces appeared in the Thuringian Mountains, which were almost identical in principle with the present furnaces, with the exception that hand or tread mill bellows were used for the blast, from which the present mechanical blowers are an evolution. In 1377 the first famous cast iron gun was cast in Erfurt, and the famous Krupp was casting guns in 1818, so that it appears iron was mostly used for destructive and not Samaritan purposes through many centuries of its history In 1685 the first cast iron pipes were used for the water service of Versailles, followed by screwed and flanged pipes. In 1708 the Quaker, Darby, patented the system of box casting, and in the following year started the famous Coalbrookdale Foundry, which in 1780 turned out the first cast iron bridge. The first casting in the United States is said to have been made at Lynn, Mass.—a cast iron pot, which was exhibited at the World's Fair at Chicago.

In the region of Alba Longa, buried by the volcanic eruption which drove the Albans to the present site of Rome, no trace of iron is found, and its absence is still notable in the archaic tombs of Rome. The metal for their implements, of whatever kind, was of bronze, and the early Roman religious sentiment shows such an abhorrence of iron as to make it a profane innovation to use it in almost any form, especially in and around their sacred temples. This superstition continued after the Christian era, even down to the fall of the Empire. In their religious rites, if iron had in any way approached a temple or shrine, sacrifices were instituted to expiate the profanation, so that we can hardly wonder that their attention was not turned to it as a substitute for lead pipe. When iron tools came to be used for engraving, and were so employed on certain altar inscriptions, penitential sacrifices were afterwards offered by slaying a cow or a sheep on the altar. Bronze ploughs were used long after the introduction of iron ploughs. The high priests of Rome would not shave or have the hair cut with iron instruments.

The first mention of iron pipes was in an elaborate system built at Marli, near Paris, and set to work in 1682. The account says: "They drew the water by short suction pipes from the river Seine, and forced it through iron pipes up the hill. They climbed to a height of 533 feet by a series of reservoirs and pumps, but this system came to be known as a 'monument of ignorance,'" probably after cast iron established confidence as a pressure pipe. Agricola makes no mention of cast iron pipes, although he shows three-legged pots of cast iron. Ranselli, about the same period, describes a hand mill of a portable character, whose casing, he says, is made of iron, and its form and ornamentation are such that there is little doubt it was made of cast iron.

Peter Maurice, a German engineer, in 1582 erected, under the arches of London Bridge, sixteen pumps, 7 inches in diameter and 30 inch stroke, driven by a water wheel, and these were of cast iron, flanged at their lower end, bolted to a valve chest.

In 1835 it was estimated that over 1000 miles of iron pipe were in use in the various systems of London waterworks, the first iron pipes having been laid in 1746. Later on we find that cast iron pipes, 9 feet in length and 15 inches in diameter, with ball and socket flexible joints, were laid by James Watt across the Clyde for the conveyance of water to Glasgow, and another of the same size in 1818, and a little later on another of similar construction of 36 inch diameter.—*Mechanical World.*

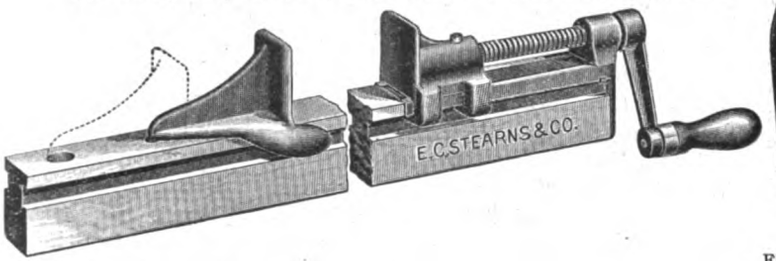
Cuban tobacco is unrivalled.—*Ex.*

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NEW GOODS AND SPECIALTIES.

New Wood Door Frame Clamp.

E. C. Stearns & Co., Syracuse, N. Y., are placing upon the market a new Wood Door Frame Clamp, shown in this connection. The points advanced in its favor by the manufacturers are as follows: "It is smooth on the bottom, there being no iron jaw or projection in the way, so that the clamp may be moved around on a work bench, table or



other flat surface at will. It is much lighter than the steel clamp. It is easier handled. It may be hung up without the jaw coming off, or can be placed on a frame above the work bench without injury. With the old style steel clamp with the groove or projection on the bottom, there is liability of catching on the corners of the frame work. It requires only one-half turn of the screw to show that the glue and joints are perfectly tight together. It can be handled to better satisfaction in an upright position than the steel clamp. Can be used in place of hand screws. The movable iron jaw can be moved along very easily, requiring no strength to adjust it to any desired position. The clamp is made of perfectly dry air-seasoned hard wood, and will keep its shape under all conditions. The crank is of malleable iron; the screw is of wrought iron with a deep cut thread. The sizes are as follows: 3, 4, 5, 6 and 8 foot. It is especially adapted for use by wood workers, piano makers, and, in fact, is a handy tool for every mechanic."

A New Clamp For Wringers

The Lovell Mfg. Co., Erie, Pa., with a branch office at No. 46 Lake Street, Chicago, Ill., Charles S. Meacham, agent, are putting on the market a new Clamp for Wringers

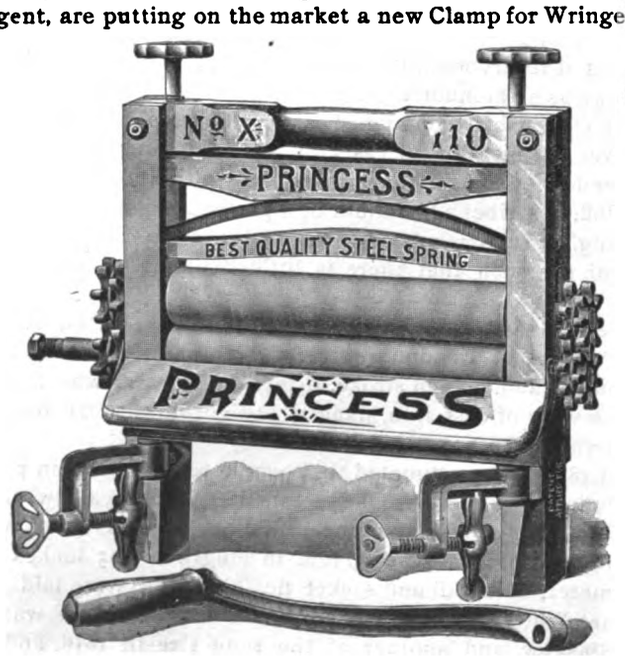


FIG. 1.—VIEW OF CLAMP ON PRINCESS WRINGER.

to fasten on to galvanized iron tubs. It is warranted to do this without fail. The bar is made to conform to the shape of the tub, and grips the iron at the top of the tub, which is the strongest part of that article. It will also fasten to a fibre or wood tub. The accompanying illustrations carry their own explanations. Fig. 1 shows the clamp applied to the Princess wringer, manufactured by this company. Fig.

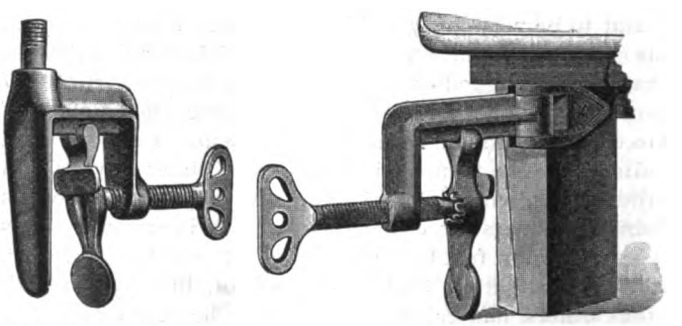


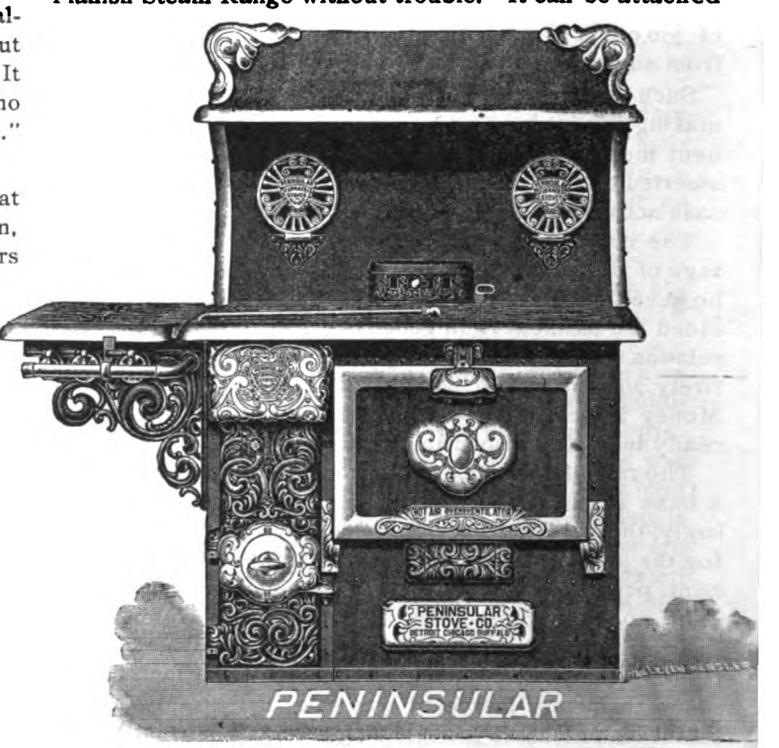
FIG. 2.—VIEW OF CLAMP ON EUREKA STYLE WRINGER.

FIG. 3.—VIEW OF CLAMP ON WOOD FRAME WRINGER.

2 is a view of the clamp used on their Eureka wringers, and Fig. 3 when used on wood frame wringers. Detailed information will be sent by the manufacturers if application is made either at Erie or Chicago.

Peninsular Gas Attachment.

The accompanying illustration shows the new planished Steam Range Gas Attachment now being placed upon the market by the Peninsular Stove Co., Detroit, Chicago and Buffalo. They are exclusive makers of this attachment, which, they explain, gives one the conveniences of a gas range at slight expense. It can be fitted to any Peninsular Planish Steam Range without trouble. It can be attached



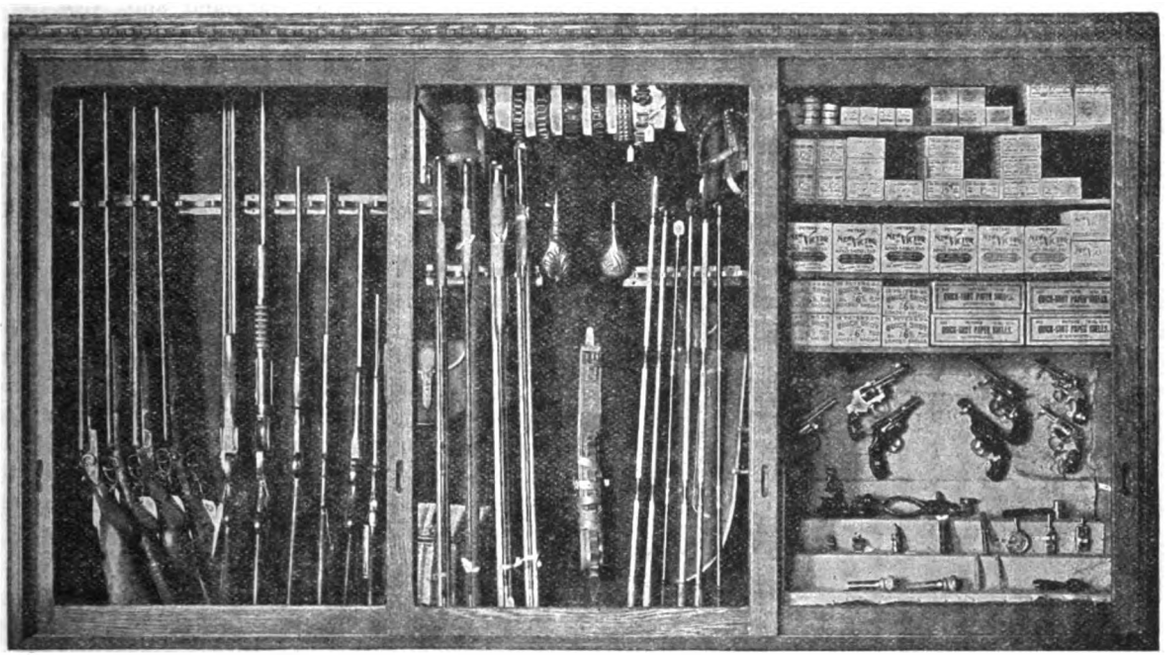
to either end of the range; has two burners, one large and one giant, also a simmering burner, all of which are fitted with wooden handles and lever valves. The manufacturers state that owing to its very small cost and great convenience, it is much sought for by the trade.

A Gun Display Case.

It is a fact too often disregarded in the Hardware business that articles are left about without giving any particular line its individuality, and this intends to repel instead

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of attracting the customer's attention. Too much taste cannot be exercised in arranging special and seasonable lines, for it facilitates business and renders them easily accessible. With this idea in view, the J. D. Warren Mfg. Co., of No. 154 Lake Street, Chicago, have brought out their Gun Display Case shown in the illustration herewith, which not only provides a place for this line, but displays it in a most effective manner, the gun brackets at the end being circular so that the sides of the stock are displayed,



thus giving different views. It has a portable shelf stand for the convenience of having an assortment of all ammunition and extras together, which can be instantly removed if desired. It is supplied with the proper hooks, and brackets for the display, also of fishing rods, and the various accessories to this line, and is a specially desirable adjunct to Hardware stores handling these goods.

Bradeen's "Never Slip" Hook.

A new hammock and clothes line hook is being placed on the market by John H. Graham & Co., New York. It is

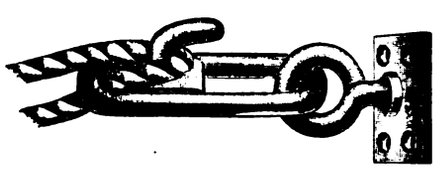


FIG. 1.—WITH PLATE.

called Bradeen's Patent "Never Slip," and as shown in the accompanying illustrations, consists of a slot containing a traveling hook. The principle is simple and effective, ac-

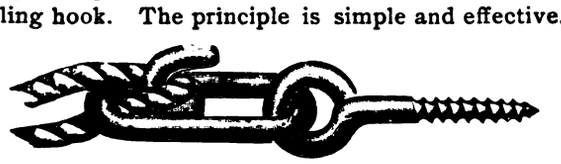


FIG. 2.—WITH SCREW.

complishing all that the name implies, and more, as its adjustment permits the instant release of the cord when desired. The directions are as follows: "To swing a

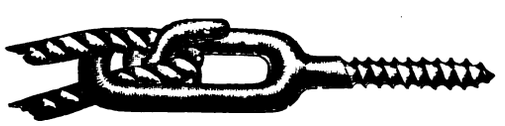


FIG. 3.—CLOTHES LINE HOOK.

hammock, raise the sliding hook in the link and put the loose end of the rope through the link under the hook, passing the rope itself over the hook, as shown in the illustrations. Or pass the loose end of the rope through the link over the sliding-bar, and back again under the sliding-bar. The weight of the hammock forces the sliding-bar down on the rope, thus holding it securely. The greater the strain on the hook, the greater the pressure of the sliding-bar on the rope, and the firmer the hold. To raise the hammock, simply pull on the loose end of the rope. This permits a quick and easy adjustment to the desired position. To take the hammock down, throw the rope off the hook. The cord is then easily withdrawn from the link. The hooks are made of malleable iron, heavily tinned. They have been thoroughly tested, and may be used with any size rope."

In the Mill River Mud.

It is not often that a Hardware Association gets "stuck in the mud," but such an event occurred to the New Haven Hardware Association some evenings since. Toward evening the members of this Association gaily boarded a yacht and set sail for Branford point, where they enjoyed a shore dinner at the Point House. "'Twas a calm, still night, and the moon shone bright," yet for some unexplained cause, the nose of the yacht ran suddenly upon a bank of mud in Mill River, some fifteen feet from shore. The president called the Association to order, and on motion of one of the leading members, it was decided to stay there for the rest of the season, unless some rescuing craft should show up in time to get the members home to breakfast. Some friendly natives on shore saw the signals of distress which were waving from the mast-head, and put out toward morning and brought the Association to *terra firma*. We are informed by the local chronicler that "the party reached home about 3 A M., somewhat tired, but quite satisfied with the results of their excursion."

Iver Johnson Addition.

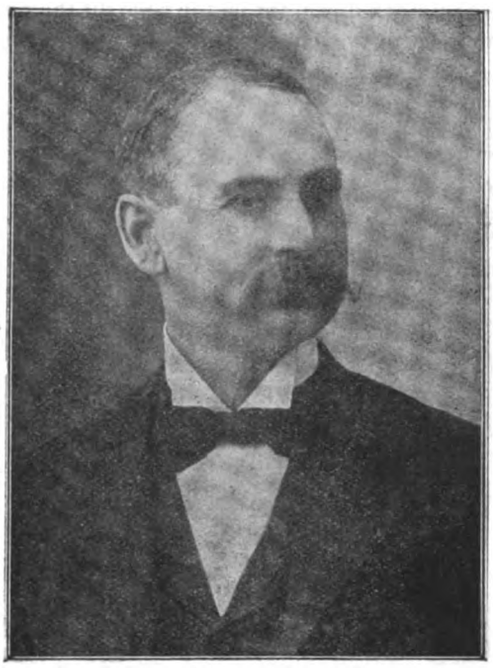
The Iver Johnson's Arms & Cycle Works are building another addition to their already large plant in Fitchburg, Mass. This will consist of a two-story building, 120 feet long and 60 feet wide, and will, when completed, afford about 14,000 feet of additional floor space, which will aid them materially in their next year's work. The second floor of the new building will be occupied by the enamelling department, which has outgrown its present quarters. As yet the company have not decided just what the remainder of the building will be used for, but it will all be devoted to the relief of the other crowded departments used in the cycle branch of their business.

The company expect a large business next season, and are making preparations to take care of it promptly.

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Goshen Sweeper Co.'s Salesmen.

The increased demand that has been created by the Goshen Sweeper Co. during the past few months for their carpet sweepers has largely increased their territory and compelled them to enlarge their force of travelers. They will go into the field this fall with a fine and complete line



B. M. HAWLEY.

of regular and toy sweepers. Although they have added many improvements and their line is much better than ever before, they intend to offer them this season at their recently reduced prices.

It is our pleasure to be able to present some of their traveling salesmen, who will call on the trade in their interests, and a more congenial, affable lot of hustlers it would be hard to find. Frank D. Greenough, whose office is at



GEORGE H. DESMOND.

No. 564 Washington Street, Boston, Mass., looks after the New England and New York City part of the business. He has been the representative of the Goshen Co. in this territory for a number of years, and the large business that they have in this section is due largely to his efforts. He is very popular with his customers and the large class of trade that he calls upon. He knows a Goshen sweeper from A to Z, and takes pleasure in showing and talking its many good qualities.

B. M. Hawley has been with the Goshen Co. longer than any other of their salesmen, and is considered one of the most successful carpet sweeper men on the road. He has a host of friends among his customers, and commands a very large and high class trade. He looks after Western New York, Western Pennsylvania and Ohio.

George H. Desmond will take care of Eastern New York, Eastern Pennsylvania, Maryland and New Jersey. Mr. Desmond is the youngest man, both in years and service, that the Goshen Co. have, but is particularly well fitted for the position he occupies, having had long experience with the carpet trade. Mr. Desmond represented the Goshen Co. in the East during 1897, but on January 18, 1898, severed his connection to accept a similar position with another company; after six months' absence he returned to his first love.

George W. Thayer, Jr., is well known to the trade in Michigan, Indiana and Illinois, having been with the Goshen Co. for the past four years; has also traveled through Iowa and Wisconsin. He will look after this part of the country. Mr. Thayer has spent many years on the road, and his success is due largely to his ability to make friends, and his pleasant but convincing method of presenting his argument.

The larger cities in the territory traveled by these men are visited about every thirty days, while the smaller towns are made only once in sixty and ninety days.

The Wire Trust Strike.

The American Steel & Wire Co., which was organized some months since, and is known generally to the trade as the Wire Nail Trust, is having trouble with its employes in Cleveland and elsewhere. Large reductions in wages have been ordered by this company, and these have been resisted by the Federated Wire Trades, who formally declared a formal strike in Cleveland on August 2d. The officers of the trades association say that the strike will be extended to every mill controlled by the trust. It is unfortunate that this disturbance in the business should have occurred just now, when everything has seemed so promising for the future, with peace in sight, and a prosperous fall almost certainly promised. The state labor commissioners of Indiana are investigating the matter.

A dispatch from Anderson, Ind., under date of August 6th, says: "The Indiana Labor Commissioners last night received the Wire Nail Trust's ultimatum regarding the strike at this point. There are no qualifications to the ultimatum and it applies as well to the 5000 men out at Cleveland, Findlay and Salem, Ohio, and Rankin and Beaver Falls, Pa., as it does to the 800 men who refused to accept the wage reduction ranging as high as 42 per cent. The Trust says it will not entertain any proposition to reopen the case and that absolutely no concessions will be made. The men can return to their places now or see new men brought in."

It was by superiority of putting up alone that the United States gained the market for tacks in Australia. For a long time the United States makers put their tacks in cardboard boxes, while the British put theirs in paper packages. The former style was and is preferred. Some British tacks are now put up in cardboard boxes, but the market has to be won again. The Americans are now putting tacks in extremely handy turned wooden barrels. It is very probable that tacks so put up will displace all others.—*Am. Exporter.*

An important gathering of manufacturers will be held in Philadelphia on October 19th, 20th and 21st, when for the first time a National Association of Agricultural Implement & Vehicle Manufacturers of the United States, will hold an annual session in the East.

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Review of the Markets.

Hardware: The excessive heat and humidity of the past two weeks have had the effect of lessening sales and making local business quiet and without much movement of any kind. Travelers have started in numerous cases to secure orders on the comparative size of which will be predicated the length and strength of the season's business. Few changes in prices are noted, except in the nature of a gradual stiffening of quotations on staples, as the order books become filled with memoranda taken for specified delivery at a later day. Retail stocks will be found in very good shape for additions to be made, especially of specialties adapted to the natural requirements of the season now rapidly approaching.

Wire Nails: The demand for wire nails was only of an ordinary character during July, but an increasing inquiry is noticeable for this month which will result in a larger output from mills that have not been in full supply, having been closed during last month from the usual midsummer causes. Prices are nominally the same as last quoted; specifications for large round lots for immediate delivery could possibly be shaded slightly below the current quotation, which is for carload lots to the large trade, f. o. b. mill, $1.30, smaller quantities being held at the usual advance. New York quotations remain as previously stated: Carload lots on dock, $1.45; smaller lots from store, $1.55.

Cut Nails: The market for cut nails continues to hold its relatively unimportant position. But little business is being done, prices remaining the same. In some sections inquiry is being made having reference to good sales that are possible later in this month. Stocks in warehouses are by no means large, and the New York market prices continue as last quoted: Carload lots on dock, $1.20; smaller lots from store, $1.25.

Bright Wire Goods: The market on bright wire goods has been in a very unsatisfactory state for quite a while, and from the manufacturers' point of view, gives very little promise of a profitable production. The manufacturers would prefer seeing some arrangement that would result in stability being given to the quotations on a line of goods that are so largely represented in every Hardware stock in the country.

Barb Wire: With the exception of a fair demand for export trade, the market on barb wire continues very limited in its requirements; while strikes and other irregularities at factory may serve to shorten the immediate supply, prices continue as quoted, while a large trade in the immediate future is confidently looked for. We quote New York prices as follows: Four-point galvanzed in carload lots on dock, $1.85; smaller lots from store, $1.95; painted wire being quoted at 30 cents less.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of August 1st, quote as follows: In lots of less than 5 barrels, 36 cents per gallon; in lots of 5 barrels or more 35 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CLEVELAND TRADE.

Every business house should send a statement of account on the first of each month to all dealers having open accounts notwithstanding the fact that occasionally a man is found who resents receiving a statement, misunderstanding its purpose and calling it a dun. Upon its receipt careful comparison should be made with the book account, and if any disagreement is found, immediate attention should be given to get it corrected. Small balances cause great annoyance. If partial payments are made the next remittance should complete the payment of certain invoices, and it should so be stated in the letter covering the remittance.

Neither party should allow unsettled balances to stand for months. Short settlements make long friends, and in the interest of friendship comparison of accounts should be made monthly. The correspondence on both sides should be gentlemanly, and the party indebted should avoid all appearance of being annoyed. Bookkeepers are not always wise, and sometimes annoy customers by persistance, and an unwise reply read by the proprietor who does not see the letter the bookkeeper sent, often makes a bad impression.

Passion and heat should never appear in business correspondence, as it is contagous. Manly letters carry conviction and are much more effective. To impute bad intention without evidence of its existence is impudent and boorish, and characterizes the one who does it. Business men are usually honorable and correspondence should be conducted on the supposition that they mean to act so.

When a customer thinks he has grounds for complaint a personal letter to the managing proprietor will receive careful attention and will be regarded as a friendly act. Misunderstanding is the prolific cause of much of the controversy that arises.

If iron is to retain its kingship, the iron men must have their innings soon. The recent decline in nails and wire results from accumulated stocks and a very limited demand. Surplus product going abroad fixes the home price, so we may not expect high prices for iron or steel. The experience of the nail pool forbids the probability of any attempt to make high prices, and cooperation will tend to steady employment and fair compensation for capital.

No legislation can separate these interests. Cheap living seems assured, plenty of work and fair wages. Judging from the unusually small demands for building material, the war seems to have prevented, for the time being, building, but this will revive when the war is over. We seem to be prepared for peace or war.

The Lockwood-Taylor Hardware Co.

THE PITTSBURG TRADE.

We have had some real Cuban weather lately, and are not pleased with it. Great heat with much humidity and daily heavy rain, is not what we are used to, but we live in hope that it will soon be succeeded by the usual American article.

Statistics made up for the first half of 1898 show the pig iron production of the country to have reached the enormous total of nearly six million tons. Of this Pennsylvania, and especially Allegheny county in which Pittsburg is located, has a very large share, and it is noticeable that the greatest increase is in Bessemer, used for structural steel, rail & etc., our manufacturers seem to be able to capture the big end of the orders in this line and keep the mills running to fullest capacity.

Peace news is eagerly sought for now, just as eagerly as war news was a few days ago. If we can only manage the closing days of this war as successfully as its opening and avoid complications with other nations, our administration will deserve the thanks of all citizens and will receive them too.

The Hardware jobbing trade is quiet in the interval between seasons, but travelers have started and will soon stir up some fall orders. Certainly the consumers ought to be in good condition for buying this season and we expect a good fall trade.

Logan-Gregg Hardware Co.

THE ALBANY TRADE.

"Man wants but little here below" has lately been in evidence, but it is surprising how frequently these "littles" are wanted. Numerous small orders have characterized the condition of business for a fortnight past, and the traditional "many a nickel," etc., has impressed one of its inevitableness. "After the future" (as the old lady said), we

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may expect larger orders and of goods that "count up" or that run into money and not wholly into bulk (we don't refer to coal hods.) Probably most of the jobbers already have good orders booked for early fall shipment, for many of the leading articles that can be depended upon for steady sales each succeeding year, and many goods are in transit to supply these orders.

Observation shows the sales thus far to run into somewhat larger quantities than last season. This fact and the greater readiness on the part of buyers to purchase, encourages the belief that the outlook is promising and there appears to be no obstacle in the way to interfere with a good fall trade.

There is not much fluctuation in prices. Most leading goods continue low. In heavy Hardware the strength of the market in spelter, lead and zinc has its effect on the lines naturally influenced. Galvanized iron, which has been advanced by the mills, is sold by the jobbers who bought early, very close to lowest mill prices.

Nails are running along at prices fully as low as have prevailed for a month or two past, and there appears to be little promise of advances in the near future, or at least until some stocks of a few outside mills are disposed of.

With the probable close of the Spanish trouble, it will not be unreasonable to expect an increased export trade with markets that have been closed for the war period. This will, no doubt, use up many surplus goods and give tone and steadiness to prices which will be appreciated by even dealers who are not so fortunate as to have an export trade.

Activity in building circles continues, and the consumption of fine high grade trimmings is very noticeable, while the business from mills, foundries and factories shows an excellent condition, indicating prosperity and a healthy consumption of supplies and material. In fact, in this section, future prospects can be stated to be good, which is to be interpreted fair volume of business at small margins.

ALBANY HARDWARE & IRON CO.

THE KANSAS CITY TRADE.

In response to your enquiry as to the "Watchman; what of the night," business, wherein we are importuned in red-hot weather, to write a red-hot letter, we beg to indite this in red ink, and trust that you will not get unduly "red-headed" thereat.

We believe in a harmony of affairs, and the above, if it is read, will be read-hot, since the thermometer in these days is in the red-hot neighborhood often.

Business has cooled off materially in the past two weeks. We anticipate another four weeks of moderate business and steady prices.

Our particularly careful "Watchman" has drawn out his telescope to the last notch, cast his eye to the peep hole, gazed on the "night," and says that there is no night ahead of us. It is to be a busy, brisk, stimulating "day" during the entire fall, so far as present prospects can guide his judgment.

Out in this western country, you remember, we must not count our corn till it's hard on the cob. A better time is when the "frost is on the pumpkins, and the fodder's in the shock."

So far as trade conditions can be affected by the grain yield, two to three weeks now will fully determine this. The wheat yield will be much less than the hundred million mark. Corn will not be beyond danger for three weeks. Just now weather conditions are very favorable indeed.

We anticipate a very busy fall; have added very heavily to our stock in staple goods during July, and we are ready for the coming of Mrs. Prosperity and all her brood.

If we can have steady markets for produce, live stock etc., and equally steady and substantial business, there is nothing we can see to prevent an advance in prices nor difficulties in the jobbers' way of getting such.

With the increased expense of doing business, since the revenue tax cuts no inconsiderable figure, it would seem to offer a sensible reason for some sensible action in concert by the interested jobbers.

Just here is where the Watchman "falls down."—He watches his expense account too much to the exclusion of his profit on sales—and his competitor does the same—— and there you are.

Kansas City business men go to Omaha, Friday, August, 5th. Being from Missouri they expect you to "show me;" we are told that the Omaha "show" is everything from "no account" to "wonderful."

Hardware should be represented there and give us the latest in mining, mechanical and electrical appliances.

The Hardware trade is spreading yearly, until it will include a larger line of the appliances of science, art and business, than any other two mercantile pursuits known to the business world.

GILLE HARDWARE & IRON CO.

THE MINNEAPOLIS TRADE.

Nothing particular new here. Business continues fair, with prospects of improvement in the fall. Crop conditions were never better, everything looking fine. We hope for the farmers' sake as well as our own, that the price of wheat will be somewhat higher. Railroads are preparing to handle the largest crop known. Jobbing trade, in particular, is very busy. Country collections very good. City trade not quite up to what we would like, but we believe that will come later.

W. K. MORISON & CO.

THE OMAHA TRADE.

The prospects for fall trade are exceptionally good, and if present indications materialize, the fall business will break all records that have been made since 1892, which was the banner year in this locality. The crop prospect, as a rule, is favorable, though there are localities where lack of rain, and, in some places hail, have materially shortened the crop. These are not sufficient in area to have any bearing whatever on the general results.

Orders far fall goods are being freely placed, and all indications point to a large and prosperous fall trade.

The Exposition appears to be more than meeting the expectations of its friends, both financially and otherwise, and is highly spoken of by those who are competent to judge of its merits and compare it with other similar displays. The market on barbed wire and nails appears to be somewhat weak. and collections, as is usual at this time of the year, are slow, though quite above the average for the season.

RECTOR & WILHELMY CO.

THE ST. PAUL TRADE.

We have been experiencing an extremly hot and dry time here for the last thirty days, and as a consequence, some crops are injured, but our great staple, wheat, is in the main all right. In southern Minnesota and in North Dakota, where the grain has been cut, the result is more than satisfactory, while north of us, where the harvest is later, if the present prospects are realized, it will show one of the largest yields the country has ever seen. The president of one of our important railroads, whose headquarters and terminal are in St. Paul, has caused careful estimates to be made, and reports that he expects his road to take out 86,000,000 bushels of wheat from this year's crop. This, for one road.

A daily paper has the following: "From all indications a conservative estimate of the yield of wheat in the three states, Minnesota, North Dakota and South Dakota would be 200,000,000 bushels and 220,000,000 would not be extravagant."

Business during July, notwithstanding the heat, has

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GEM PATENTED.

THE "GEM" PAPER CLIP

for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 150 Ninth Ave., New York.

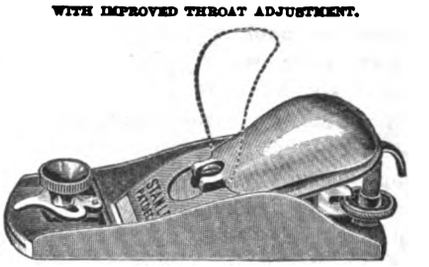
IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Knuckle-Joint Block Plane.

WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter... $1 75

been remarkably good. Sales have been mainly of seasonable goods. Some buyers are anticipating their wants for fall and winter goods, but not to the extent that, as we suppose, prudence would dictate. The early buyer is usually the one who makes the most money, as he catches the early sales.

There is no reason why we should change our predictions made in former letters in regard to fall business. With good crops, fair prices, the war closed with honor to our country, and "General Confidence" in comand, we have every reason to expect, and we believe that we shall have, a most satisfactory business.

C. W. HACKETT HARDWARE CO.

THE GRAPHITE TRADE.

You advise us that "Watchman, what of the night?" has special reference to the prospects for the fall trade. Yet, so has the new addition to our factory, 90 feet by 40 feet, three stories high, special reference to the prospects for the fall trade. This addition was made necessary because the second quarter of 1898 was the biggest second quarter that we have ever had in any year, and the total for the six months of 1898 is less than $100 short of the total of the very promising year, 1893, when things boomed during the first six months and slumped desperately in the final six months.

Our vice-president and general manager, John A. Walker, has just returned from quite an extensive business trip abroad, and reports that England, France and Germany are expecting America to do a smashing business after the Spanish war matters are all settled.

Mr. Walker also learned while abroad that it was a very general sentiment that Uncle Sam should give the Don a thorough thrashing before ending with him—so very thorough that he would not forget it.

Collections have been quite good and continue to be so, but sometimes we think that there are a suspiciously large number of treasurers who are taking their vacations, and sometimes when we are in need of money, we wonder why it is that the treasurers go on their vacations without providing for the payment of bills and without leaving someone in power to sign checks. It is only human nature for us sometimes to think that a treasurer on his vacation is a convenient way of staving off the payments of an overdue bill.

Have you noticed what a number of proprietory papers there are nowadays? If this gets to be the fashion, we ourselves will be obliged to get out a paper on our own account and solicit advertising, and when all of us manufacturers have our own sheet, where will the trade papers come in? So far, the Dixon Co. has not gotten out a paper nor has it solicited advertisements for its large editions of catalogues: but there seems to be quite a number of honest dollars in the scheme of getting out a catalogue to boom your goods and to have other people take advertising space. You fellows who get out trade papers will have to look out that you do not get swamped in the avalanche of propretary papers.

Or, you will have to look out at least that advertisers do not spend all of their money in catalogues and such advertising. It may seem surprising to you that manufacturers spend any money in that direction; but when a customer writes you that he is getting out a catalogue and wants your advertisement for a page, the price to be $100, and then incidentally reminds you that he carries your goods in stock and pushes them, you can see that there is a hint and something else.

Orders are ever welcome, and we do not mind looking up names and places and getting all the necessary details; but doesn't it seem a little bit curious that there are so many large concerns who have such incomplete order sheets and letter heads, where the State is omitted, and so forth; or that large concerns so frequently will order on postal cards and simply sign their names without putting even the name of the town? Thanks to Uncle Sam's postal mark on the reverse side, we are usually able to locate such orders.

JOSEPH DIXON CRUCIBLE CO.

An Earnest Protest Entered.

At the last meeting of the Editorial Association of the State of New York the following resolution was adopted:

Resolved, That the President of this Association appoint a committee of five, of which the President and Secretary shall be members, to confer at their earliest convenience with the Governor and with any other constituted authorities that may be deemed necessary regarding the action that can and should be taken to put an end to the illegal and unwarranted use of street and other cars for advertising purposes.

The president appointed as such committee John A. Sleicher, of *Leslie's Weekly*; Thomas P. Peters, of the *Brooklyn Times* and W. J. Cline, of the *Amsterdam Democrat*.

Our readers will be interested to know what one of the most popular metropolitan journals has to say on the subject. The following is from the editorial page of *Frank Leslie's Weekly:*

"At the recent gathering of the State Editorial Association of New York, an earnest protest was entered against the further toleration of street car and elevated railroad advertising. It is the belief of the editors that the charters of street car lines were granted for public purposes, and that under these charters the surface and elevated lines have no more right to engage in advertising business than they have to engage in the dry goods, the grocery, or any other line of trade. In this connection it is interesting to observe that Attorney General Hancock, of this State, was recently asked to revoke the charter of the Manhattan Elevated Railroad Co., of New York City, because it is engaged in the advertising business, in violation of its charter. This suit was of the utmost importance to the newspapers throughout the country, and it was unfortunate that it was decided not on its merits, but on a technicality. The diver-

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sion of advertising from the legitimate channels of the newspapers and magazines to the street car lines has become a serious matter within recent years, and the newspapers have not taken up the question a moment too soon for their own best interests. Every dollar diverted to street car lines in this way is a dollar taken from the regular advertising publications of the country. It is estimated that during the past year more than $2,000,000 of legitimate advertising was thus turned away from the daily and weekly newspapers, magazines, and other publications, into the coffers of street car lines and their allies, although the charter of the street car companies never contemplated, and, in fact, forbid the pursuit of any other business than that of carrying freight and passengers."

"Let Your Light So Shine."

Recent observations would lead us to believe that some men in the present day would do well to study the ways of those of the time of St. Matthew. The latter says: "Neither do men light a candle and put it under a bushel, but on a candlestick; for there it giveth light to the whole house."

Possibly they did not in those days, but we will undertake to find many who do to-day, despite our vaunted advancement along the lines of knowledge.

We have an example before us. Not long since we had occasion to mention the name of a firm producing a certain class of tools, and in the course of the article, described the points of merit in their production. These manufacturers were not advertisers in any trade journal. Their contention had always been that they covered the field by personal solicitation. Not many days after the publication of their names the result of their policy became apparent. Correspondents from a dozen different States wrote us, asking for fuller information and for the address of the firm. This information was, of course, furnished cheerfully; but, feeling that the manufacturers had concealed their light under the proverbial bushel, the inquiries were submitted to them. They had been the recipients of similar inquiries. One firm wrote them, addressing the letter simply "New York City," and saying that, in the absence of a more definite address, they had to trust to luck to reach them. The letter went on to say that the writer marvelled much that it had not been found desirable by the manufacturers to make known their whereabouts and business through some of the many organs devoted to the trade, and to which the retailer usually went for such information. It is, perhaps, needless to say the conversion was complete; and on the principle that "there is more joy in Heaven over one sinner that repenteth, etc.," their welcome was accordingly sincere.

This is but one case of many. Such men argue that their trade is "peculiar." What trade is not? They say that while advertising is good for most lines, that their own goods being of high grade and an accordingly higher price, must be brought immediately under the eye of the buyer to impress him with their desirability. We venture to state that there never existed a line of worthy goods, which, if *properly* advertised, would not respond generously to the effort. Other men will say that they have an established trade which covers all their output, and consequently it is not necessary for them to advertise. If this be true, they are just in the position where they need a wing to their factory. The man who allows his sales to be limited by his production is losing money needlessly and foolishly. The man who accounts his future assured because he has an established trade, and rests upon it without making constant efforts to extend it, will awaken some fine day to the fact that new firms have been springing up in his commercial garden; and old ones have been reorganized by the addition of men to whom he and his goods are unknown. Every time this occurs, our conservative manufacturer stands to lose a customer. And it does not require many years of such policy to convince one that effort, and constant, unremitting, intelligently applied effort, is essential to lasting success.

Advertising is your light; the trade journal is your candlestick. "Let your light so shine before men, that they may see your good works," and purchase accordingly. And don't forget the candlestick!

Smugglers and Comfort.

From the columns of a Canadian contemporary, we cull the fact that smuggling from the United States into Canada seriously affects the business of those merchants whose business is situated near the border. The case in point was that of a merchant in Chatham, Ont., who complains to the editor that the low fare to Detroit, Mich., a distance of about fifty miles, made it desirable for the residents of the former place to visit the latter, and smuggle their purchases home. The natural inference is that the smugglers saved money on the transaction.

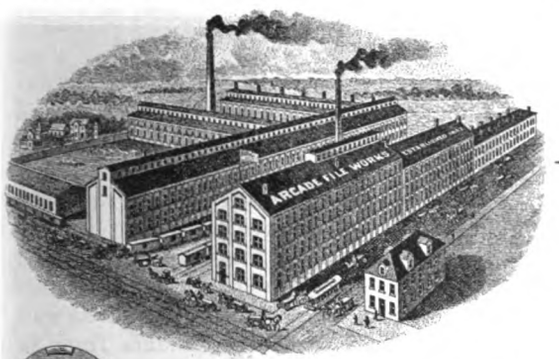
The question naturally arises: How is it that in Canada, where the prevailing rate of wages is much lower, the purchasing power of money should be lower also? These points are presumed to have a direct bearing upon each other. But in this case it would appear that the man living in the country which re-imburses him less, can pay his railroad fare, expend his time, sacrifice his self-respect by becoming a smuggler, and still obtain more value for his money in the country which pays a higher rate of wages.

The most reassuring view of the case is this: When the American goods are smuggled into Canada they are, in avoiding the duty, placed on the same footing occupied by English goods, in whose favor a discrimination of tariff is made. And in view of the Canadian's preference for American goods, we must conclude that, either we produce satisfactory goods at a lesser price; or, that the quality of our goods is so much better as to make the price of no consideration. Which ever it is, we insist upon being comforted.



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SAMUEL W. ALLERTON, President. COURTLANDT C. CLARKE, Secy. & Treas. ALFRED WEED, Vice Prest. & Genl Manager.



ARCADE TRADE MARK.

WORKS, ANDERSON, IND. U.S.A.
WESTERN OFFICE, 118 LAKE ST. CHICAGO, ILL.
EASTERN OFFICE, 79 READE ST. NEW YORK CITY.
CABLE ADDRESS "ARCADEFILE"

WEED'S IMPROVED CUT SEAL GUARANTEE ALL FILES ARE FULLY GUARANTEED SPECIAL TEMPER

ESTABLISHED 1842

THE ARCADE FILE WORKS,

MANUFACTURERS OF SUPERIOR

Warranted Files & Rasps.

New York Aug. 10, 1898.

Gentlemen:

In every manufactured product, improvements are constantly being made which place one make ahead of another, and to keep abreast of the times it is absolutely necessary for a dealer to look into these improvements and see what they amount to--otherwise he may fail to get as good results for his customers as his competitors are getting.

We claim for the Arcade Files (made with Weed's Patent Increment cut) that they will equal in temper, material and results the best English hand-cut files, and that they will cut faster and wear longer than any other machine made files in the market, and as Arcade Files have a steady and increasing sale even in England (an assorted order for 648 dozen having been sent recently to a large manufacturing concern near Birmingham) there must be a basis for our claim.

If you have not tried them in your stock, perhaps you think this is all "talk;" but whatever you think, on general principles, would it not be good policy to TRY them at our risk? We shall be glad to furnish a sample order, however small, with the understanding that they are to be returned at our expense, if not as claimed.

Kindly let us hear from you on this subject, and greatly oblige,

Yours very truly,

THE ARCADE FILE WORKS,

C. C. Clarke

Secretary.

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IVER JOHNSON



FITCHBURG

These bicycles are well known as staunch, reliable and durable wheels, capable of giving good service. Send for descriptive catalogue telling all about them. . . . .

Models from $40 to $100

HONEST CYCLES AT HONEST PRICES.

....All Fully Guaranteed....

Branches: NEW YORK. BOSTON. WORCESTER.

Iver Johnson's Arms & Cycle Wks.,
FITCHBURG, MASS.

The Texas Hardware Question.

Readers of *Hardware* will recall the recent action taken by the Hardwaremen of Texas, in regard to the charges made by the railroad commission on car loads of Hardware and less. Some days since the Texas railroad commission held an open session at which the petition of the Texas Retail Hardware Dealers' Association was taken up and carefully considered. The Association petitioned in short for the abolition of commission circular No. 619, which prohibits the shipping in mixed carloads at carload rates of nails, iron or steel; fence wire, smooth or barbed; staples, hay bale ties, stoves, stove furniture and hollowware, sheet iron, plain, all kinds except Russia and planished iron; sheet iron, corrugated; chains, scale beams and scale beam weights, tin and galvanized ironware and other articles of iron and steel, and ammunition, and also to consider the matter of reducing the rates within the state on the above named articles.

The Association was represented by chairman W. H. Richardson of Austin, secretary C. B. Smith of Belton, and committeemen James G. Blaine of Taylor, and L. T. Fuller of Calvert. General Freight Agents Allen of the Missouri, Kansas & Texas, Mr. Jones of the Houston & Texas Central, Mr. Barnhart of the Cotton Belt, Mr. Turner of the International & Great Northern and Mr. Mangum, of the Aransas Pass were present. Commissioners Steere of the San Antonio freight bureau and Farley of the Dallas freight bureau were also present.

Mr. Allen contended that what the retail dealers were really complaining of was that the interstate adjustment on rates from St. Louis to Texas common points, which adjustment satisfied a certain class of dealers, known as jobbers, but in order now to satisfy the class coming before the commison it is necessary to disatisfy the first class now satisfied. Mr. Allen referred to that part of the petition which claims the jobbers have the best of the retailers because they can ship carloads of the same commodity while the retailers can not, but can fix up a mixed carload of kindred articles and branch out not more than twenty miles.

Mr. Robert Eikel, a Hardware jobber of Waco, complained particularly of the stove classification, which he said had been abused more than anything else. He said there is not a stove manufactory in the United States which manufactures stove hollowware and furniture, but these articles are manufactured separately, yet they are allowed to be put in mixed carloads, which allows the stove manufacturer to become a jobber, to the detriment of the legitimate Texas jobber. He claimed the classification was so wide that there was nothing but carload shipments from St. Louis of mixed articles.

A general discussion followed, and the commission took the matter under advisement.

After giving the matter full consideration, the commissioners decided to withdraw the order prohibiting mixed car loads. The Texas retailers received this decision with great pleasure, and the executive committee of the Association have issued a circular to the trade of that state which is as follows:

Your Executive Committee, after a hotly contested fight with the Hardware jobbers and railroads before the Commission, succeeded in having circular 619 canceled by the

E. BISSELL & CO.,

AUCTIONEERS.

TUESDAY, AUG. 16th, at 10 o'clock,

At No. 12 Murray St. and No. 15 Park Place, New York.

SPECIAL SALE OF

HARDWARE AND EDGE TOOLS,

Including Shelf Hardware, etc., and several ***Hundred Dozen*** Cast Steel Nail, Ball Pein, Blacksmiths' Hand and Riveting Hammers, Cast Steel Shingling, Claw and Broad Hatchets, ***SEVERAL HUNDRED DOZEN FIRST QUALITY*** Screw Drivers, all sizes, special brands. 100 dozen Ratchet Screw Drivers, 4, 5, 6, 7 and 8 inches. ***25 Cases First Quality*** Socket Framing and Firmer Chisels and Drawing Knives; ***5 Cases*** Solid Forged Steel Cleavers, assorted patterns; ***20 Cases*** Choice Horse Rasps, 12, 14. 15 and 16 in.; ***30 Cases*** Assorted Hammer Handles; ***150 Dozen*** Padlocks, etc., etc.

Wednesday and Thursday, Aug. 24th and 25th,

LARGE and SPECIAL TRADE SALE

—OF—

TABLE and POCKET CUTLERY

AND KINDRED GOODS,

Comprising in part over ***2500 DOZEN*** Table Knives and Forks and Knives only, desirable patterns. A very large assortment of Carvers, Butcher and Bread Knives, Kitchen, Pallet and Putty Knives. ***4500 DOZEN*** Silver Plated and German Silver Tea and Table Spoons and Forks. ***Wm. Rogers*** and other makes of Silver Plated Medium and Dessert Knives; Silver Plated and German Silver Hollow Handle Medium and Dessert Knives; Steel Tea and Table Spoons and Forks, etc. etc.

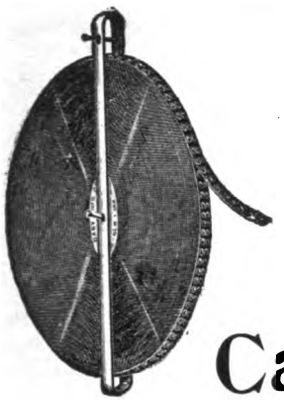
1000 DOZEN AMERICAN POCKET KNIVES,

Including a large variety of patterns, also Cast Steel Scissors and Shears, etc., etc.

This sale will be ***worthy*** the ***attention*** of ***all buyers*** of Cutlery Goods; will be sold in ***quantities*** to ***suit*** the ***Jobbing*** and ***Retail*** trade and ***Department Stores.***

Catalogues ready August 20th. The entire sale will be sold without reserve.

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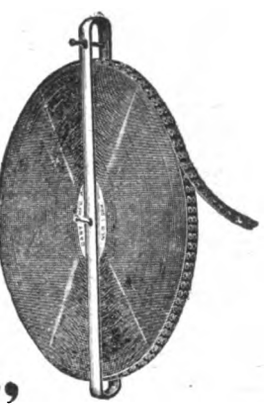


NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the



Cary Manufacturing Co.,

sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres't

Commission. It is with much pleasure we are enabled to report such a substantial result in so short a time.

In less than four weeks, by organization, we succeeded in having revoked one of the greatest wrongs in the shape of a law ever enacted against us. You are now requested to individually go to work at once on the interstate roads used by you and have them restore the rates and rules prevailing previous to June 1.

Although successful in this effort, much remains to be done. We have seen what could be done by persistent hard work. In four weeks we had accomplished what individuals utterly failed in. Remember the State of Texas fails to protect her tax payer. Your member of the legislature must be educated to represent and protect his people against the pirates on our trade.

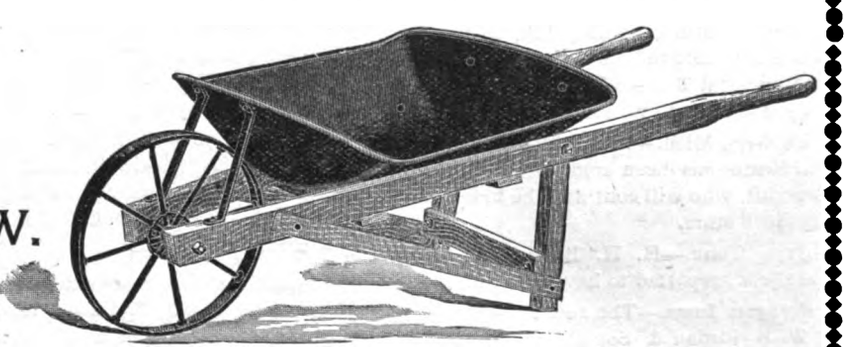
This and many other matters need prompt attention and complete organization of every man in the business in the State. We would say to those not members that we want your assistance and co-operation. We need the influence and active support of every man interested in the State to make our organization a complete success. If you think well of this organization, that good may result to you, send this year's dues ($5.00) to Chas. B. Smith, secretary, Belton, Texas, and by your active co-operation we will go forward for good to our members and people.

W R. Richardson, President, Austin, Texas.
Chas. B. Smith, Secretary, Belton, Texas.

The Simmons Hardware Co., St. Louis, Mo., have issued several new catalogues, one of which shows their furniture and cabinet makers Hardware, another their brass and iron bedsteads, one on their line of axes, and still another covering fall goods of various character.

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Albany, N. Y.—McNally & Foisy, new plumbing firm, have opened up at No. 37 Beaver Street.

Athens, Ga.—G. A. Bailey, Hardware and plumbing, will open new store on Thomas Street.

Chattanooga, Tenn.—The Secretary of State has granted a charter to the American Hardware Co., of Knoxville. The capital stock is $50,000, and the incorporators are: E. G. Oats, Walter McKey, D. E. Brown, W. A. Schuler and Thomas McCulloch.

Detroit, Mich.—Trombly's, stoves, Hardware, etc., opened new store at No. 103 Michigan Avenue.

Dixon, Ill.—The A. U. Thomas Co. has been incorporated by A. U. Thomas, Sadie Curtis and Margaret C. Thomas; to do a plumbing business. Capital stock, $2500.

Salt Lake, Utah.—Articles of incorporation of the Boyle Hardware Co., whose principal place of business is at Ogden, have been filed with the Secretary of State. The capital stock is placed at $10,000, in shares of $10 each, the greater part of which is subscribed for by Mary E. Scowcroft. The officers are: John A. Boyle, president; Mary S Boyle, vice-president; Joseph Scowcroft, secretary; Mary E. Scowcroft, treasurer, and Norman F. Boyle is the other director.

Springfield, Mass.—Selvey-Wyckoff Co. has been incorporated by William H. Selvey and others; steam fitters. Capital stock, $2000.

Changes and Improvements.

Alvin, Tex.—Pridmore & Kimmins, Hardware and agricultural implements, reported to have dissolved partnership.

Baltimore, Md.—J. R. M. Adams, dealer in builders' Hardware, etc., on the corner of Eutaw and Franklin Streets, has made extensive improvements by taking in Nos. 400 and 402 Franklin Street, throwing the two storehouses into one, which gives him now 40 feet front by 60 feet deep four-story, and about 9000 to 10,000 square feet of floor space. He found it necessary on account of increasing business and is looking forward to a large increase in trade which, for the present month, generally dull, he found is above the average.

Comanche, Tex.—W. C. Bowden, Hardware, succeeded by Bowden & Tribble.

Davison, Mich.—The I. T. Hurd stock of Hardware has been sold to A. Austin, of Bancroft, who will continue the business in the Hurd store.

Erin, Tenn.—H. H. Buquo Co., Hardware, etc., reported to have sold out.

Freeman, Iowa.—The new Hardware firm of W. B. Jordan & Son have purchased of W. C. Grant, the former J. W. Evans & Co. Hardware business, and are now in possession. The business will be conducted at the old stand in the Hamilton County State Bank building, corner Des Moines and Second Streets. Frank W. Evans will be continued in charge as general manager of the concern.

Glandorf, Ohio.—Jos. Thome & Co., Hardware, succeeded by Joseph Nienberg & Co.

Harlem, Ill.—Chas. J. Gotsch & Co., Hardware, succeeded by William Kolzow.

Hearne, Tex.—Adams' Hardware & Implement Co. have moved into new store.

La Cygne, Kan.—A. Mitzel & Son, Hardware, reported to have sold out.

Lynn, Mass.—Geo. E. Sleeper & Co., stoves, etc., succeeded by Perkins, Ballard & Co.

Maryville, Tenn.—James Henry, who has been connected with the Hardware store of Keny & Armbrister, of this place, has gone to Knoxville, where he will work in the Woodruff establishment.

Medford, N. J.—John Anderson has sold his Hardware business to Wm. Cooper.

Melrose, Ohio.—Edwards & Grant, Hardware, reported to have dissolved partnership.

Memphis, Mo.—The Foreman Hardware Co., sold to Ben Morris.

Menominee, Mich. — Buhl, Sons & Co., Hardware, Detroit, Alex. Stephenson has become a partner in the Menominee branch establishment of the firm.

Morristown, Tenn.—McCord & Williamson, Hardware, succeeded by C. E. Baylor & Co.

Ottawa, Kan.—C. H. Lee, who recently traded for the B. C. Fogle Hardware stock, has moved it away.

Painesville, Ohio.—Stephen Andrews has removed his Hardware store to the room formerly occupied by J. E. Callendar on State Street.

Racine, Wis.—Dixon, Malone & Co., Hardware, James F. Malone withdrawn.

Reading, Pa.—The new warehouse of the Bright Hardware store, Fifth Street below the Mansion House, has been completed. It is three stories high, about fifteen feet wide and sixty feet deep. The front is buff brick and contains three triple windows, presenting an attractive appearance. The bottom floor is laid with vitrified brick.

Utica, N. Y.—Roberts, Parry & Co., wholesale and retail Hardware, reported to have been succeeded by the Roberts Hardware Co.

Watertown, Minn.—Louis Krause, Hardware, succeeded by Boylan & Rohler.

Zanesville, Ohio.—E. B. Kemp has purchased the entire Hardware stock of G. E. Fillmore in his store on West Main Street, and will move it to the Odd Fellows' building on Putnam Avenue.

Business Embarrassments.

Bellaire, Ohio.—O. T. Mason, Hardware, reported to have made an assignment.

Boston, Mass.—Israel Mandelsyg, plumber and gas fitter, has petitioned in insolvency.

Bridgeton, N. J.—The Cumberland Nail & Iron Co. has gone into the hands of a receiver.

Chicago, Ill.—Edward Baggotte, proprietor of extensive plumbing establishment, has made an assignment. Liabilities are placed at $125,000, with assets at $300,000.

Cleveland, Ohio. — The Aurora Vapor Stove Co. has made an assignment. The assets and liabilities are placed at $40,000 each. Poor business is the cause.

New York, N. Y.—H. B. Griffing's Son, agricultural implements, at No. 70 Cortlandt Street, has made an assignment to Oliver Chan. Wells.

New York, N. Y.—Page, George & Co., plumbers' supplies, Nos. 59 and 61 West Sixty-sixth Street, have made an assignment to Augustus Appel, without preferences.

New York, N. Y.—The A. Edmund Hildick Co., dealers in cutlery and optical goods, at No. 84 Nassau Street, have assigned to Bailey Lloyd, without preferences. The company have a capital stock of $25,000.

Richmond, Va.—J. W. Anderson & Co., plumbers and stove dealers, Nos. 708, 710 and 712 East Main Street, have made an assignment. The liabilities are estimated at $8250.

Richmond, Va.—M. T. Rider, saddlery Hardware, etc., No. 1432 East Main Street, has made an assignment. The liabilities are about $2100.

Burglaries in Hardware Stores.

Baltic, Ohio.—Domer's Hardware store, $40.

Hallam, Neb.—Meyer & Elfeldt, $150.

Moline, Ill.—John Hemmingson, $200.

Moundsville, W. Va.—Smith & Son, cutlery.

Mt. Oliver, Pa.—John Wagner, $200.

Pratt, Kan.—Hopper Hardware Co., $90.

Recent Fires.

Albany, Ore.—F. E. Allen & Co., Hardware, destroyed by fire.

Boston, Mass.—The Hardware store of Burditt & Bynner has been damaged by fire to the extent of $3000: insured.

Camden, Mich.—A. & D. Friedman, store damaged by fire at a loss of about $5000.

Clinton, Ill.— The Hardware stock of Jameson & Son has been destroyed by fire to the extent of $7000.

Coopersville, Mich.—Boynton's Hardware store, damaged by fire.

Grand Rapids, Ohio.—James McDonald's Hardware store has been damaged by fire to the extent of $500, with $300 insurance.

Kansas City, Mo.—Richards & Conover Hardware Co., store at Fifth and Wyandotte Streets slightly damaged by storm.

Kendalville, Ind.—J. W. Stratton & Son, Hardware, etc., destroyed by fire; partly insured.

Murfreesboro, Tenn.—C. H. Byrn, Hardware, destroyed by fire; insured for $9000.

Paulding, Ohio.—F. M. Bashore, damaged by fire at a loss of $5500; insured for $6000.

Quincy, Mich.—James Pope, Hardware, store destroyed by fire.

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ON EXHIBITION

Model Hardware Store!

Every Merchant and Salesman should see it.

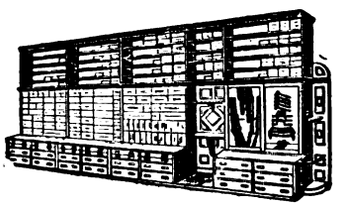
152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.

Warren's PATENT PORTABLE NEW SYSTEM HARDWARE SHELVING

SCREW CASES AND SAMPLE HOLDERS

MFD BY J.D. WARREN MFG. CO. CHICAGO.



...Established 1867



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade..

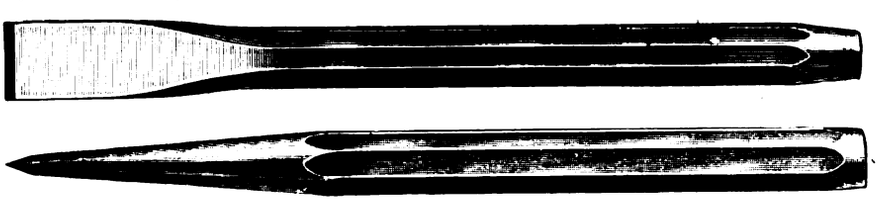
New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.

Manufacturers of **HIGH GRADE CARPENTERS' TOOLS,**

Countersinks, Screw Driver Bits, Nail Sets, Cold Chisels, Tinners' Punches.



AGENTS:

John H. Graham & Co., 113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co., 94 CHAMBERS ST., NEW YORK.

Our Covers are the most attractive ever presented for Catalogues, Booklets, etc. The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.

NIAGARA PAPER MILLS,

(Department "B") Lockport, N.Y., U. S. A.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

Kearney & Foot Co.

Manufacturers of the

100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

SEND FOR CATALOGUE AND PRICES.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., Allegheny, Pa.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

Baltimore, Md.—The Fox Gun Co. has been incorporated for the manufacture of firearms. The capital stock is $15,000, and the incorperators are: Ansley Herman Fox, Burr Howard Richards, Burr Howard Richards, Jr., Joseph Berton Pleasants and John P. Tabb.

New York, N. Y.—The United States No-match Light Co. has been incorporated, for the purpose of manufacturing, buying, selling and dealing in incandescent gas mantels, burners, etc. Capital stock, $500. The shares are $100 each, and are held by Thomas Adams, Jr., John S. Lewis, P. J. Carlin, Dr. Angelo Simmonini and F. V. Strauss, of New York City.

Ottumwa, Iowa.—Work will be opened shortly on the Janney Mfg. Co.'s plant for the manufacture of corn planters and other agricultural implements. The company was incorporated with a capital stock of $125.000.

San Francisco, Cal.—The McGann Stove Co. has been incorporated by Edward J. Lenforth, L. B. McGann, John Johns, William McGann and Frank Murphy. Capital stock, $5000.

Springfield, Ill.—The Krause Mfg. Co., of Chicago, has been incorporated. Capital, $1000; manufacture lawn mowers. Incorporators: Cassie R. Krause, Russell F. Krause and Sylvanus E. Lambert.

Taunton, Mass.—Lincoln & Wood Co. have been incorporated to manufacture Hardware. Capital, $5400.

Changes and Improvements.

Birmingham, Ala.—The plant of the Birmingnam Pipe Co., which is located on South Thirty-fourth Street, between Avenues D and E, has been sold, the purchaser being Theo. Ahrens, Jr., of Louisville, Ky. Mr. Ahrens is general manager of the Ahrens & Ott Co., manufacturers of plumbers' Hardware, soil pipe, etc., and it is probable that the plant will soon be put in operation.

Cortland, N. Y.—The Wickwire Bros. have let contracts to build a new factory building, 144 by 235 feet, near their present large buildings in which they manufacture wire cloth. This additional building was found necessary on account of the increasing demand for their poultry wire. The new building is to be devoted exclusively to that branch of the business. A new 100 horse power Corless engine is to be provided to run the machinery in the new building. This will provide employment for from fifty to one hundred men in addition to the hundreds already employed in this immense business.

Elmira, N.Y.—The Elmira Mfg. Co., with a capital stock of $300,000, divided into 3000 shares of $100 each, is soon to locate at Elmira Heights. The application for a charter is already prepared. Isaiah B. Coleman's iron and brass foundry in this city will be consolidated with the new concern, which will occupy the plant at the Heights formerly operated by the Elmira Machine & Foundry Co. The gentlemen who have made application for the charter are all well-known business men. Among them are Norman A. Johns, Frank E. Doolittle, Isaiah B. Coleman, Dr. Henry A. Moore, Irving D. Booth, Sherman C. Estey, Charles M. Marvin and Frederick Bright.

Houston, Tex.—The Simmons Hardware Co. are building a commodious warehouse in the Southern Pacific yards, to which the railroad company is constructing a side-track.

Kansas City, Mo.—The Kansas City Bolt & Nut Works intend erecting a rolling mill at Sheffield to cost $10,000. The new mill will be situated at Independence and Bristol Avenues and will be of brick and stone, with steel roof. It is on the site of the company's old mill, but will be much larger, the old one proving too small. The rolling mill will be used to manufacture bar iron and bar steel, and will be completed by September 15th. When finished they will employ about fifty more iron workers, which is an increase of 33⅓ per cent. over their present force.

Kansas City, Mo.—The John Deere Plow Co. will erect a new building at a cost of $20,000.

Kingston, Ont.—D. A. Davidson, of this place, is the patentee of an invention for putting on the caulks of shoes on horses without the shoes being removed. These shoes and caulks have been fully tested, and a company is now being formed to manufacture them.

New Haven, Conn.—The Winchester Repeating Arms Co. will erect a brick building, 40x160 feet, on Newhall Street, in the near future. The building is to cost $17,000, and will be used in connection with the arms department.

Sandy Hill, N.Y.—The Friction Pulley & Machine Works are having a two-story addition, 20x50 feet, built to their works, to be used for the electrical business of the Warren-Medbury Co.

Recent Embarrassments.

Bridgeton, N. J.—The Cumberland Nail & Iron Co., which was incorporated in 1852, with a capital stock of $500,000, recently passed into the hands of a receiver. The application for a receiver was made by Robert J. Buck, who has been president of the company for over twenty years, and by order of Vice Chancellor Reed, John Smalley is named as receiver. The company has an extensive plant in Bridgeton, and owns, besides, eighteen tenement houses in that city. Mr. Buck, in his own name and through his father's estate, controls a majority of the company's stock. The company owes him $19,000 on second mortgages and $2500 in unpaid salary as president. The company's liabilities are given by Mr. Buck, in his application, as $50,000, due on promissory notes and book account, in addition to $208,000 due on first and second mortgages on the company's property, given to secure bonds. A large portion of the promissory notes are already past due, while others are falling due, and there are no funds to meet them. Included in the company's liabilities is an indebtedness of $5000 to the city of Bridgeton for unpaid taxes for the past three years. The company has been under difficulties for some time and at last found it necessary to suspend business. The number of hands employed has been as high as 500, with an annual pay-roll of $200,000. The men are all paid up to date.

Miscellaneous.

Abington, Mass.—The Abington Tack & Machine Association have gone out of business, and their plant has been sold to the Ansonia (Conn.) Brass & Copper Co., which has taken possession. It is hoped that the plant may be put in operation in its new location by the last of this month.

Birmingham, Ala.—The Southern Bolt Co., at Fourteen Street and Powell Avenue, are ready for business, and will be in regular operation in the next ten days. In fact, the plant is already turning out bolts. All the machinery is placed. This new industry is capitalized at $30,000, with J. M. Caldwell, president; Charles O. Locke, secretary, and Samuel Randolph, superintendent. The plant will manufacture everything in the way of iron bolts, nuts, rods, etc. It will employ about forty hands in the beginning.

Johnstown, Pa.—Considerable progress has been made in the direction of the buildings of the Johnstown Shovel & Forge Co. The buildings, which are of frame, are nearly completed, and a large number of the pieces of machinery have already been set in their places. It is expected that the plant will soon be in operation.

Middletown, Conn.— The Russell Mfg. Co. have been very busy on cartridge belts and have a fresh order that will force them to work overtime for some weeks to come. W. & B. Douglass are making several large brass pumps for the navy.

New London, Conn.—The New London Vise Works have received a large order from the government for vises and jack-screws, and work on the order will be commenced immediately. It is the largest order that the concern have received and will necessitate a material increase in the working force.

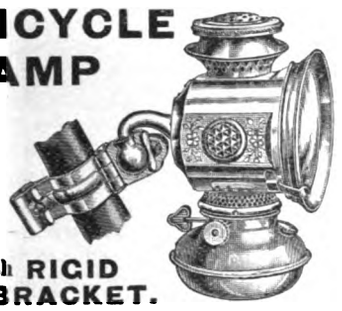
Reading, Pa.—During the past few days representatives of a large malleable iron works in Connecticut have been here looking for a site to erect a plant. They have examined several buildings and most likely will locate.

Southington, Conn.—At the annual meeting of the stockholders of the Southington Cutlery Co., held in July, the following directors were elected: M. C. Ogden, J. H. Baldwin, C. D. Barnes, W. R. Walkeley, George Munson, C. L. Campbell and C. H. Clark. M. C. Ogden was chosen president and treasurer, and J. H. Baldwin, secretary.

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THE BANNER

BICYCLE LAMP

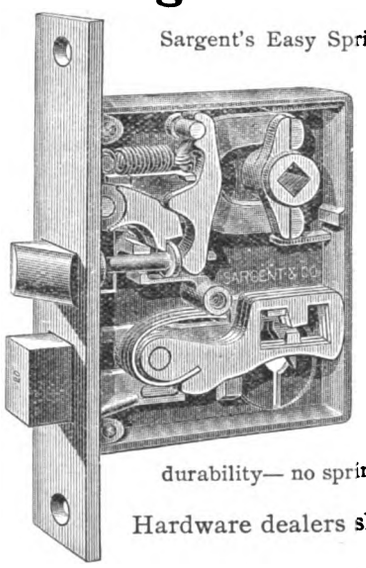


With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plumo & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 717-718 Witherspoon Bldg., Philadelphia. 112 Water St., Boston. New Haven, Conn.

TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A.



THE CODLING MFG. CO.,

BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 401-403 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,

80 Pine Street, New York.

FERTILIZER CHEMICALS and MATERIALS;

ALSO

BONE BLACK

For Tempering, Coloring and Filtering Purposes.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

Bicycle Lamps.

Job lot of high grade lamps; small, neat, attractive, just the thing for ladies' wheels. Cheap to quick cash customer. Who wants this opportunity for a bargain?

E. H. HAVEN,
150 Nassau Street,
NEW YORK.

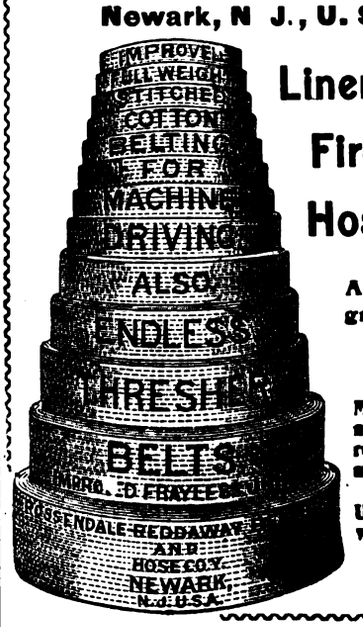
"PRODUCTIVE OF RESULTS."

Sharpless & Watts, Philadelphia, Pa. [*Bicycle Parts, Fittings and Sundries*]: Our advertising with you has been productive of very satisfactory results. In our bicycle lamp department, particularly, the sales attributable to HARDWARE have been most gratifying.

THE

ROSSENDALE - REDDAWAY BELTING & HOSE CO.,

Newark, N. J., U. S. A.



Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Auburn, Cal.—Robert J. Hancock, Hardware, sporting goods, etc., has opened store.

Bridgeport, Conn.—Articles of association of the Bridgeport Cycle Spring Co. have been filed in the town clerk's office. The company is capitalized at $10,000, and their business will be the manufacture and sale of cycles, cycle springs and all cycle appurtenances. The subscribing stockholders are: Almont E. Blakeman, James E. Wilson and Henry Bowser.

Charleston, S. C.—The Army Cycle Mfg. Co. has been incorporated with a capital stock of $5000. It has purchased the plant of the Southern Cycle Supply Co., and will continue the manufacture of bicycles.

Indianapolis, Ind.—The Bicycle Guarantee Co.; for dealing in bicycles and insuring them against loss. The capital is $5000. The directors are C. V. Hadley and M. B. Haag.

Magnolia, Ark.—Davis & Warnock, Hardware, sporting goods, etc., have opened new store.

Richmond, Ind.—The Richmond Bicycle Co. has been incorporated with a capital stock of $25,000.

Trenton, N. J.—The Howard Mfg. Co., of Mt. Holly, has been incorporated, to manufacture bicycle parts. Capital stock, $10,000. Incorporators: Henry H. Cross and Charles A. Root, Mt. Holly, and Chauncey O. Howard, Newark.

Ypsilanti, Mich.—The Samson Bicycle Factory, new concern, has commenced business.

Changes and Removals.

Amherst, Mass.—John Gordon & E. S. Wilbur, bicycle repairers, have dissolved partnership, and the business will be continued by Mr. Wilbur.

Charleston, S. C.—The Army Cycle Mfg. Co., successors to the Southern Cycle Supply Co., have opened up at the old stand, No. 5 State Street and No. 22 Broad Street, with a considerably augmented plant of machinery and a staff of expert workmen.

Chicago, Ill.—Fulghum Mfg. Co., bicycle hubs, reported to have been succeeded by Stewart Bros. Co.

Denver, Colo.—Robert Gerwing has sold out to Felker Cycle Co.

Denver, Colo.—The Denver Cycle Co., No. 1756 Stout Street, are retiring from business. They handle the Andraes, Snells, Barnes and Mansons wheels.

Lowell, Mass.—Ring's Big Store, Nos. 221-229 Dutton Street, bicycles, are endeavoring to dispose of their entire stock of wheels, to make room for sewing machines.

New Bedford, Mass.—G. & H. H. Davis, bicycles, are succeeded by H. H. Davis.

New York, N. Y.—V. P. Humason, No. 80 Chambers Street, has recently been appointed New York general agent for the Ide bicycle, made by the F. F. Ide Mfg. Co., Peoria, Ill.

Paterson, N. J.—H. M. Quick, bicycles, reported to have been succeeded by Quick Cycle Co.

Peoria, Ill.—Charles H. Barrer & Co., bicycles, etc., reported to have been succeeded by John L. Breese.

South Portland, Me.—The Lovell Cycle Factory will be extensively enlarged for next season.

Springview, Neb.—E. A. Milloy, Hardware, sporting goods, etc., succeeded by S. S. Allen.

Toledo, Ohio.—Wilson Mfg. Co., bicycles, reported sold out.

Westfield, Mass.—A. A. Sanborn & Co., bicycles and locksmiths, have gone out of business.

Recent Embarrassments.

Allegheny, Pa.—The Kepp Gear Wheel Co. have made an assignment to Peter Yocum.

La Crosse, Wis.—George Stangl, furniture and bicycles, reported to have made an assignment.

Louisville, Ky.—Martin & Martin, bicycles, reported to have made an assignment.

Philadelphia, Pa.—Robert L. Van Dusen and John M. Wilbour, trading as R. L. Van Dusen & Co., bicycle materials, No. 1127 Arch Street, have made an assignment to William W. Caffrey, No. 807 North Nineteenth Street, for the benefit of creditors.

Philadelphia, Pa. — Hill & Lyster, bicycles, reported to have made an assignment.

Portsmouth, Va.—Alfred J. Roach, bicycles, reported to have made an assignment.

Springfield, Mass.—The Warwick Cycle Co., assignees, are endeavoring to find a purchaser or purchasers for the insolvent company's big plant. Plans may develop for an organization of company to manufacture the wheels.

Recent Fires.

Cleveland, Ohio.—Morgan & Wright, bicycle repairs, damaged by water at a loss of about $500; insured for $1000.

New York, N. Y.—The store of the Excelsior Cycling Co., at No. 5 Grand Circle, has been damaged by fire.

North Tonawanda, N. Y.—The large factory of the Ellicott Cycle Mfg. Co. and three dwellings have been burned to the ground. All were frame structures, and burned rapidly. The total loss wil be in the neighborhood of $75,000.

Rochester, N. Y.—The Chainless Mfg. Co. Works, damaged by fire.

St. Paul, Minn.—The bicycle repair shop of J. Helwig, No. 442 East Seventh Street, has been damaged by fire to the extent of $100. The origin of the fire is unknown.

Woonsocket, R. I.—The stock in the bicycle store of rhe J. P. Lovell Arms Co. was damaged by smoke and water to the extent of $500. The damage to the building was small. Prompt work on the part of the fire department prevented a bad fire.

Miscellaneous.

Hartford, Conn.—It is announced that the Pope Mfg. Co. solicits the correspondence of all persons who are sure that they have new things that are not lacking in utility. The company, it is stated, intends to market a number of interesting specialties next year through its new sundry department.

Milwaukee, Wis.—Assignee Henry Herman made application to Judge Johnson for permission to sell the plant of the League Cycle Mfg. Co., at Fifteenth Street near Clybourn. The inventory showed assets of $59,135.21 and the liabilities in excess of $62,000. In the inventory 1898 bicycles are quoted at $15, representing the cost price of the wheel. The application states that the outlook does not justify the continuance of operations. The application was granted.

New York, N. Y.—According to official reports made by a British consul, the English and American cycle manufacturers have not found a good market in China and other places in the Orient because they do not put dragons and grotesque decorations on their machines. The regulation trademarks do not take, as they are not considered to be a favorable omen. There are certain colors which have peculiar recognition by the ordinary class of Chinese, while others offend their tastes or their superstitions. Chinamen, it is said, will frequently buy soap, medicine, biscuits and other small articles for the sake of getting a lucky label, and all that is needed to make American bicycles popular in the Flowery Kingdom is for the manufacturers to make a personal study of decorative work.

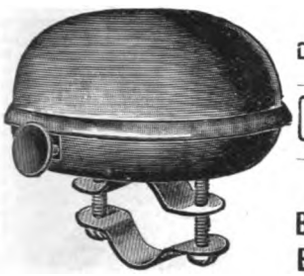
Northampton, Mass.—The Northampton Cycle Works, which have been run by Assignee T. G. Spaulding, have been closed, and will probably never be opened again for the manufacture of wheels. More than fifty employees are thrown out of work, and a business that could pay a 12 per cent. dividend is lost to the city. Mr. Spaulding has been unsuccessful in his efforts to organize a company to continue the business, and expects to sell the plant piece-meal at a considerable loss. He has made several thousand dollars for the creditors, however, by finishing up 2500 wheels. The total output of the factory this year has been more than 3000 wheels.

Toledo, Ohio.—Lucian Seymour, superintendent of the Geneva Cycle Co., of Geneva, Ohio, has accepted the position of general manager with the Snell Cycle Fittings Co., succeeding to the position formerly held by Samuel Snell. Mr. Seymour leaves the Geneva Co. with the best of feeling, and it was largely through its influence that he obtained the promotion.

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM BICYCLE BELL. . .

Rings While Button is Pressed.

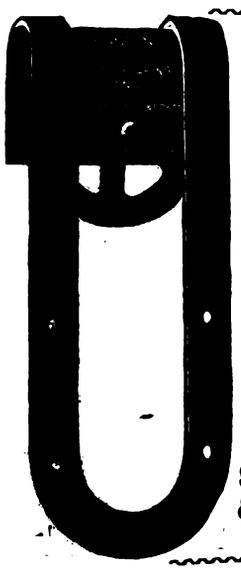
LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15 00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FORY. CO.,

So. Milwaukee, Wis.

Geo. P. Marks & Co.,

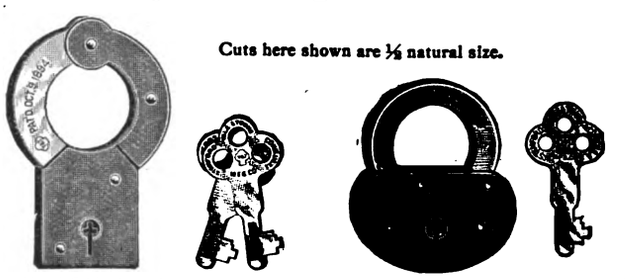
HARDWARE MANUFACTURERS' AGENTS.

Representing Leading Manufacturers.

(Accounts Solicited.)

304 Magazine St., New Orleans, La.

Yale Bicycle Sprocket-Locks.



Cuts here shown are ½ natural size.

No. KS4J. Actual size 1 inch. No. KS6J. Actual size 1¾ inches.

An 8-page folder descriptive of our line of Bicycle Locks sent on request. It will be furnished in quantity to our Trade Customers gratis; in which case name and address of this Company will not appear upon it.

The Yale & Towne Mfg. Company.

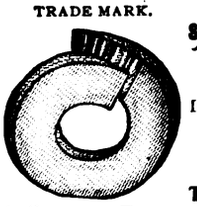
GENERAL OFFICES:

Nos. 9-11-13 Murray Street, New York City.

Local Offices: Chicago, Philadelphia, Boston, San Francisco. Works: Stamford and Branford, Conn.

9200-98-70-937

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO.,

EAST CAMBRIDGE, MASS.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers



Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND.



BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

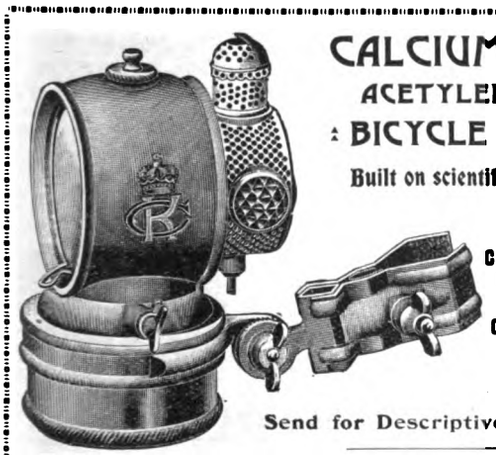
Covert Mfg. Co.,



No. 20 Trojan. No. 1 Derby.

No. 50 Swivel. No. 510 Double.

WEST TROY, N. Y.



CALCIUM KING

ACETYLENE GAS

BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

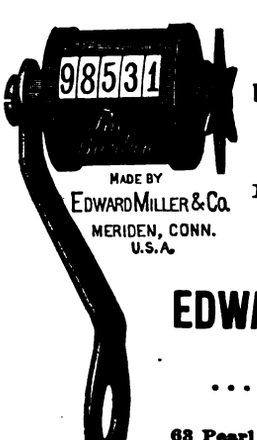
CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

GEO. H. CLOWES MFG. CO.,

202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



MADE BY EDWARD MILLER & CO. MERIDEN, CONN. U.S.A.

Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS.

EDWARD MILLER & CO.,

Factories and General Office,

. . . MERIDEN, CONN. . . .

STORES:

63 Pearl St., Boston, Mass., and 38-30 West Broadway, New York

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FOR HAROWAREMEN

HARDWARE ADVERTISING

Written by a practical Hardwareman, embracing everything advertisable in Hardware and Bicycle stores. - - -

THOUSANDS OF DEALERS EVERYWHERE . . .

Have ordered it and find the Dollar it costs to receive it a judicious investment. . . .

100 ADS FOR $1.

The contents of this book were carefully selected from the thousands of ads a Successful retail firm have used, as these 100 brought the best returns and most Sales.

Type display as it should be. Copy that says what ought to be said in a convincing way. Perforated leaves ready for the printer. If it is not satisfactory, the money will be promptly refunded.

...FOR... BICYCLE DEALERS.

Hardware Advertising Is Different.

Not Ordinary Work.

However skillful a man may be in writing dry goods or grocery Ads. it is no criterion of his ability to produce good advertising for your line.

A Specialist Needed.

Hardware advertising, to be effectual, requires a specialist to produce it. He must know Hardware, Implements, Hardware Stores and Implement Warehouses from A to Z. He must be able to write from the standpoint of the buying class. He must have the insight and ability to write such ads. as will interest and attract the public to that particular store.

Making It Pay.

Our Burtis R Kessler has successfully written advertising for our firm for several years. Is still doing it. Three years' study in Chicago under Hardware Advertising experts gave him aid. Practical experience behind the counter taught him more than years of theory, and now he writes work that draws.

For One Dollar.

Send us One Dollar and we will send you prepaid a copy of "**100 Ads for $1.00**" which is fully described on this page. It will pay you as well as it has us. The Ads are written in such shape that they can be remodeled for any business.

John B. Kessler & Son,

HARDWARE,

Clayton, Mich.

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How's Your Stock?

Consult Your Jobber About

ENTERPRISE

Meat and Food Chopper

Tinned



No. 5, Small Family Size, [illegible].00

Cherry Stoner



No. 1, Japanned, $7.20 per dozen
No. 2, Tinned 9.00 per dozen

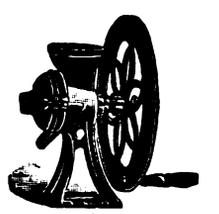
Meat Juice Extractor

Tinned



No. 21, $2.50

Bone, Shell and Corn Mill



No. 750, $7.50

Send for our 1898 Catalogue

The Enterprise Mfg. Co. of Pa.
Philadelphia, Pa., U. S. A.

Branch Office
J. C. McCARTY & Co.
10 Warren Street, New York

THE "Norton"



An Air Check.
A Good Seller.

DOOR-CHECK and Spring.

Address 505 SEARS BUILDING, BOSTON, MASS.

WRITE FOR PRICES.



FRANKLIN S. MILES
MANUFACTURER OF
Brass, Iron, Steel and German Silver SCREWS.
All kinds of Special Screws.
205 QUARRY ST. - - PHILADELPHIA, PA.

GOSHEN SWEEPER CO.'S "IMPERIAL."

The Sweeper that . . . SAVES THE CARPET.

Made only from Assorted Selected Woods.

DUST PROOF. NOISELESS.



Containing all the latest improvements and designed to meet the requirements of that class of trade that want only *THE BEST*. . . . . .

Being sold to but one dealer in a town, makes it a most desirable Sweeper to handle. . . .

Write for Exclusive Sale of this Sweeper in your city.

Our regular line of improved Broom-Action Sweepers as well as a complete line of *Toy Sweepers*, will be offered this Fall at our recently *REDUCED PRICES*.

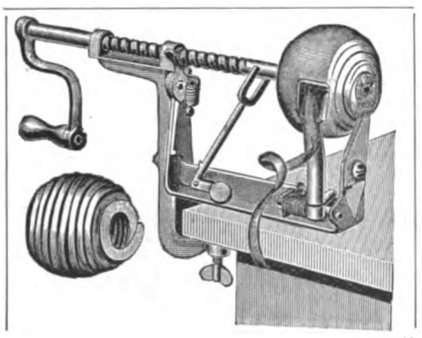
Write for Fall Prices.

Goshen Sweeper Co., Grand Rapids, Mich.

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APPLE PARERS.

Our 1898 line consists of:



Turn Table Parer.
Turn Table "98" Parer with Push Off.
New Lightning Parer with Push Off.
White Mountain Parer, Corer and Slicer.
Family Bay State Parer, Corer and Slicer.
Improved Bay State Parer, Corer and Slicer.
Bonanza Parer and Corer.
Dandy Parer, Corer and Slicer.
Eureka, Hand or Power, Parer, Corer and Slicer.

This large variety enables us to meet every requirement in the matter of price or capacity. We have made important improvements in our

—PARERS FOR EVAPORATORS—

MOST JOBBERS SELL OUR GOODS. . . . . CATALOGUE FREE.

GOODELL COMPANY, - ANTRIM, N. H.

Do You Want Something Made?

My Specialty is to Manufacture for Other Parties.

Reasonable arrangements can be made. WRITE ME TO-DAY.

C. H. Angus, . Albany, N. Y.

Mfr. of Castings; Nickel and Brass Plating, Metal Pattern Maker, etc.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.

CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name HEINISCH or H. C. HEINISCH on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

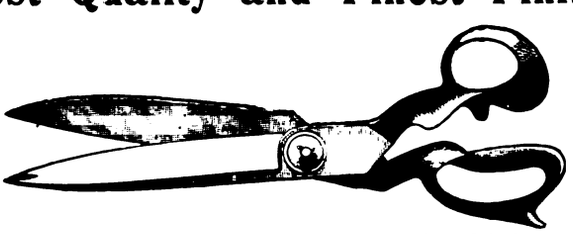
R. HEINISCH'S SONS, CO.
NEWARK, N. J.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WHEN YOU WANT THE

Best Quality and Finest Finish



SHEARS, SCISSORS & TINNERS' SNIPS

YOU SHOULD HANDLE THOSE MADE BY

J. WISS & SONS, NEWARK, N. J.

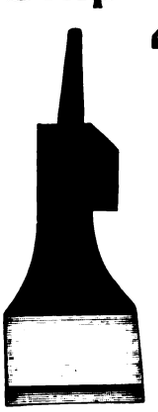
We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the BEST in the line, consequently the cheapest. . .

Ship Carpenters' Tools.

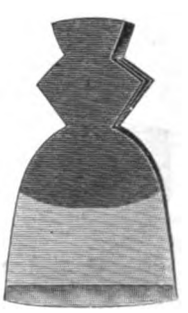
"HORTON'S"



Ship Adze.

Plain Adzes,
Lipped Adzes,
Axes, Chisels,
Mauls, Gouges,
Scrapers, Slicks.

STOCK ON HAND READY FOR DELIVERY.



Ship Axe.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK

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BE . . . ACCURATE.

The Best Micrometer Caliper in the World and Sold at the Lowest Price. . . .

Why use expensive, inaccurate wire or sheet metal gauges when you can have Micrometer Calipers at the same price?

The Lightest Micrometer, only 1¼ oz.

We want all live dealers to sell them.

Write for catalog.

J. T. Slocomb & Co.,
Providence, R. I.



STANDARD Family or Counter Scale

25 pounds by ounces.

Made of Steel throughout, no castings to break. . .
Large brass dial, nickel rim, black figures. . . . .
Double upright steel supports, insuring accuracy.
Beautifully japanned and striped. Large Scoop. . .

Warranted Accurate.

All dealers should have the

....STANDARD....

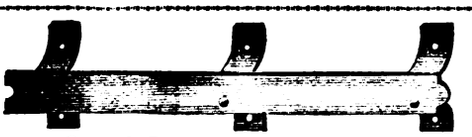
at this season.
Invaluable to families in preserving and canning.
Also detects errors in weight of purchases. . . .

Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,
Retail $3.00. CHICAGO.

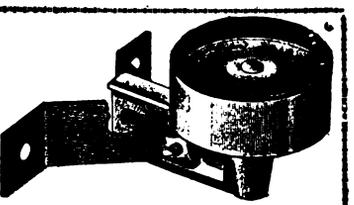


Steel Door Hangers, Nos. 0, 1 & 2.



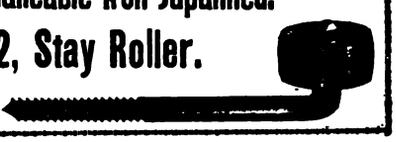
Steel Barn Door Track.

No. 1 Stay Roller.



Malleable Iron Japanned.

No. 2, Stay Roller.



NEY MFG. CO.,

GET OUR PRICES. CANTON, OHIO.

"PIONEER" FIFTY POINT CARBON STEEL TUBING

The uniformity obtained from our process of manufacture is especially desirable for bicycle purposes.

There is a rapidly increasing demand for seamless tube owing to its adaptability to purposes for which laboriously drilled solid stock has heretofore been necessary.

No Specially Prepared Samples.

THE POPE TUBE CO.,
HARTFORD, CONN.

"Pioneers" in Correct Composition.

We should be pleased to quote you discounts on application. Send for printed matter.

BISSELL'S



THEY ALONE HAVE STOOD THE TEST OF TIME. . .

FOR MORE THAN TWENTY YEARS THE "STANDARD."

CYCO BEARING CARPET SWEEPER

LATEST FEATURES:

"Cyco" Bearings.

Dust-proof Axle Tubes.

Anti-ravelling Collector.

Reversible Bail Spring,

And contained ONLY in the

BISSELL

THE NEWEST MODEL,

BISSELL'S AMERICAN QUEEN. . .

BISSELL CARPET SWEEPER CO.,

Grand Rapids, Mich. 103 Chambers St., New York.

Stock of all brands at New York Store.
Repair Shop at New York Store.

Buyers, when visiting New York City, are cordially invited to call at our salesrooms, No. 103 Chambers Street.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Train d mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No 143 Chambers Street, New York.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No 143 Chambers Street, New York.

WANTED—Salesmen to sell lubricating oils from samples on commission. THE EUCLID OIL CO., Cleveland, Ohio.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

EXPERIENCED SALESMAN to travel and sell wire goods and solicit orders on iron work where necessary; state where last employed and salary expected. Address "Wire Goods," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

BY AN EXPERIENCED AND SUCCESSFUL SALESMAN OF HARDWARE, GUNS AND CUTLERY. TERRITORY SOUTHERN STATES. ENGAGEMENT WITH MANUFACTURER PREFERRED. ADDRESS "SUCCESS," CARE HARDWARE, No. 143 CHAMBERS STREET, NEW YORK.

MANUFACTURERS of important lines of Hardware or popular specialties; desiring an intelligent representation in Chicago, capable of covering the Western trade centering in that city; may find it advantageous to enter into correspondence with the subscriber, who possesses the necessary experience to complete arrangements which would be found profitable to those interested. Address "UP-TO-DATE," care HARDWARE, No. 143 Chambers Street, New York.

AN experienced young man who has held similar positions in some leading business houses abroad, desires a situation in large Hardware or manufacturing concern, with chance of advancement; salary lowest to start on; highest recommendation from former employers. Address G. L., care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30 Am willing to go out of New York City. Address C. H. D., care HARDWARE. No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street. New York.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardw re store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references C. M LESH. Americus, Kan

COMPETENT machinist, die and tool maker, 4. years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT," No. 3027 Poplar Avenue, Chicago, Ill.

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Situations Wanted.

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street. New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change Address H. B. M., care HARDWARE No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK Box 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada. also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER —Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern Married. Best of references as to character. etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street. Newark, N J.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE. No. 143 Chambers Street, New York.

Side Line Wanted.

AN experienced salesman, representing a first-class steel range and stove company, soliciting business in Minnesota, North and South Dakota and part of Wisconsin, is desirous of good side lines, not in conflict with stoves, on a commission basis. Hardware specialties and cutlery preferred Have extensive and favorable personal acquaintance with the trade and first-class references. Address S. T. M , No. 28 North Tenth Street, Minneapolis, Minn.

HAVING large connections among Hardware dealers in Western mining States, would like additional lines, on commission. Address COMMERCIAL, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED—Hardware salesmen capable and well informed, wanted to side-line the best saw-tool in existence. Liberal commission paid. Address or call upon the BENNETT COMBINATION SAW TOOL CO., No. 159 East Houston Street, New York City.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

MANUFACTURERS Builders' Hardware specialty wants to be represented in the East. Address MATCHLESS, care HARDWARE, No. 143 Chambers Street. New York.

WANTED—First-class Hardware specialty salesman to handle shears with patent lock bolt and nut to the trade as a side line. Address T. BERRIDGE & SON, Sturgis, Mich.

For Sale.

OWING to the death of the proprietor. it is desired to sell the Hardware business situated at No. 388 Second Avenue, New York City. All information can be obtained on personal application. Apply on premises, JACOB SCHAUS, Executor, No. 388 Second Avenue, city.

HARDWARE STOCK FOR SALE—A good stock of builders' and general Hardware, including painters' supplies, etc. New Jersey. Business long established. Write for full particulars to R. C., care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—$2500 to $3000, stock of Hardware, stoves and fixtures, also tinners' tools; located in live country seat in central Kansas. Enormous wheat crop; corn looking well. Address Box 321, Lincoln, Kan.

FOR SALE—A quantity of tea balls below cost of importation. BOTTOMLEY & BROTHER, No. 86 Front Street, New York.

A GOOD clean stock of Hardware, stoves, tin-ware and agricultural implements in one of the best villages in New York State, situated in a splendid dairy section. Stock will invoice about $6000. Best reasons for selling. Address R. W., care HARDWARE, No. 143 Chambers Street, New York

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Water Power, Mill Buildings, etc., in New Jersey; fifty-miles from New York, on two railroads; for sale, cheap. 35 Nassau Street. New York, Room 1104.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

Agency Wanted.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware steel, or kindred products by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

I. ROLFE,

: HALF TONE AND LINE CUTS :

...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR. No. 6 Park Place, NEW YORK.

DUNBAR BROTHERS
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS MADE FROM
SHEET STEEL . STEEL . BRASS WIRE
BRISTOL. CONN. P.O. BOX 416

The ST. LOUIS WASHING MACHINE

Guaranteed Satisfactory.
FREE FROM EVERY OBJECTION.

With points of excellence found in no other Washing Machine on the market.



Acknowledged to be the only Perfect Washing Machine on the Market.

A HOUSEHOLD NECESSITY.

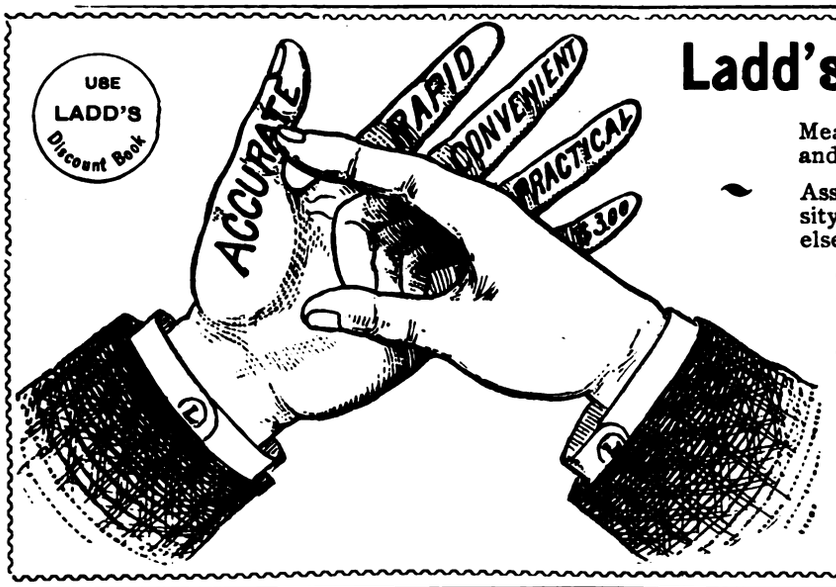
NO HOME SHOULD BE WITHOUT IT.

New York Office, 168 Chambers St.

MANUFACTURED BY THE

ANTHONY WAYNE MFG. CO.,

Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____.

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

THE CHANCE OF A LIFETIME.

A company already organized, standing well in the community and doing a successful business, being desirous of greatly extending their field of usefulness by increasing sales, are willing to dispose of an interest to several salesmen of sufficient calibre to guarantee new business. . . . . .

The company already have in their possession a stock of Cutlery valued at $40,000, consisting of Pocket Knives, Scissors, Shears Razors and Razor Strops, etc., including the finest line of Manicure Goods in the market, and numerous Specialties of kindred importance. All of this stock was purchased under the old tariff, well selected by expert buyers, every pattern possessing selling merit.

Traveling salesmen with experience able to purchase an interest in this lucrative business and continue on the road in the employ of the company, will find this an opportunity for investment of rare occurrence. Address, giving own name, and references,

ALPHA & OMEGA,
Care "Hardware," No. 143 Chambers St., New York City.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"LIKED 'HARDWARE' FROM THE START."

Gibbs Mfg. Co., Canton, Ohio. [*Hardware Specialties*]: We liked HARDWARE from the start, and have no reason to think otherwise now.

NICKEL PLATING

LACQUERS, CYANIDE POTASH, NICKEL SALTS.

ESTAB. 1820. INCOR. 1881.
THE HANSON & VAN WINKLE CO.
OFFICE NEWARK, N.J. AND WORKS N.J., U.S.A.
NEW YORK. CHICAGO.

TRIPOLI, ROUGE, BUFFS, & C.

OUTFITS

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters.....
Railroad.....
} 40&12½%

Ammunition—

CAPS, PERCUSSION—$ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....85 @ 87c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....27 @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&5%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.. ...$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....30&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge 33⅓&10&2%
Brass Shot Shells, 1st quality..60&5%
Brass Shot Shells, Club, Rival and Climax.. .....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&5%
"Smokeless" Nitro Powder... 40&10&10&10%
"Acme," Dense Nitro Powder... 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—$ 1000—
B.E., 11 up.80c..B.E., 9&10..70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.35
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.25
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .35
Buck Shot, 25-lb bags, $ bag....$1.50
Buck Shot, 5-lb bags, $ bag....$ .35
Chilled Shot, 25-lb bags, $ bag..$1.53
Chilled Shot, 5-lb bags $ bag..$ .35
Dust Shot, 25-lb bags, $ bag....$2.00
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks $ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....$ doz. $3.80
Galien Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire....$ doz. pairs. .75
Burton's, No. 2....$ doz. pairs. .75
Burton's, with bolt holder, No. 1.....$ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....$ gro. $6.80
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip....40@40&10%
No. M Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....$ gro. $2.75@$3.25
Diamond $ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, $ gr.....$3 00@$3.25
H'ld Scratch $ gr.....$3.50@$4.00
Pat. Peg $ gr.....33@35c
Sewing, Com.....$ gro., 85c@$1.00
Should. Peg $ gr.....$1.35@$1.45
Shouldered Brad, $ gr...$1.50@$1.65
Socket Scratch $ doz....$1.00@$1.10
Stanley Rule & Level
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—
Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c $ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chat llon's:
No. 2000 20 30
$ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....$ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.;
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives' ₱ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00....50&10&2%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhans Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr....$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@ 75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls		7.50 15&10.
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.60@60&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@ 0%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& &10&5%
Loose Joint, Jap. with Acorns. 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow
Fast Joint, Light Narrow
Fast Joint, Broad
Loose Joint
Loose Pin
Table Butts, Back Flaps, etc.
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₱ gross $1.75@$1.90
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@2.25
Sardine Scissors...₱ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₱ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%

Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.75@$1.00
Cast Steel, Polished.....₱ doz. $2.25
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen	Cyclone Bearing	₱ doz. $27.00
Crystal		₱ doz. $36.00
Gold Medal		₱ doz. $24.00
Grand		₱ doz. $36.00
Grand Rapids		₱ doz. $33.00
Hall		₱ doz. $60.00
Prize		₱ doz. $24.00
Premier		₱ doz. $24.00
Superior		₱ doz. $24.00
Welcome		₱ doz $24.00

Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz. net.....$12.00
"Sovereign," Jap. ₱ doz. net. $17.00
"Sovereign," Nic. ₱ doz. net $19.00

Goshen Sweeper Co:

	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$20.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam Action, Nic.	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic.	$24.00
Common Sense, Cam-Action, Nic.	$24 00
Our Pet, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic	$38.00
Mammoth, Broom-Action, Nic	$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Br cket Bed.....60@50&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.25	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7½@75&10%
Mix
Ohio Tool Co.
P. S. & W.
Sag Harbor Tool Co.
Swan
Witherby
} 50&10&5%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₱ b.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drl Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....80@80&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co. 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz $7.20 net
Mascott.....₱ doz. $4.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers, 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....35&10%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in. ₩ doz $1.25@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mir.....75&10&5@30&5%
Ohio Tool Co.....75&10&5@30&5%
P. S. & W.....75&10&5@30&5%
Witherby.....75&10&5@30&5%
Watrous.....30&10@40%
L. & I. J. White.....30&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $6.00
Dover, Steel Handle No. 10, ₩ gro.....$6.00
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric..$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$3.00 ea.
Desk Pushes Electric.....80c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 0c. each.
Gas Burners, Electric....5 0c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps.....40c. each.
Induction Coils, Telephone.6 0c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood.....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....30c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$3.00 each.
Spark Coils, 10 pt.....$3.40 each.
Spark Coils, 12 pt.....$3.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF F FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4½c	5½c	3½c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case.	6c	6½c	5½c
10 lb cans, less than 10.	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum...60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....40&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@20&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $3.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&2 %
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse....₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c..60&10@60 & 10&10%
Stanley's.....60 &10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $4.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works: '96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 36c } 30@30&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....6½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.05	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....60&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....℔ gr. $2.25@2.50
Auger, large....℔ gr. $3.00@3.25
Auger, Douglass', Pat. ℔ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3¾....40%
Auger, Swan's, Pat. ℔ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....℔ gr. $1.75@$3.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....℔ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ℔ gr. $2.25@2.50
Firmer Chisel, Apple large ℔ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ℔ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ℔ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ℔ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2½
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle, 60&10@60&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60&5%
New Model....40&10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ℔ dozen pairs....60&10%
Richards' Single Track, Steel.60&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....5[illegible]
Wild West....5[illegible]&5%
Zenith, for Wood Track....5[illegible]&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....60&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 ℔ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn, and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$4.00
Wadsworth's....40&60@40&7½%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@60&10&5%
Rolled Plate, Rolled Raised....70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ℔ lb., 5c. 14 to 36 in. ℔ lb. 4c.
Screw Hook and Strap. 6 to 12 in., ℔ lb..3½c; 14 to 20 in., ℔ lb..3¼c; 22 to 36 in., ℔ lb..3 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges....7 @7[illegible]&10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....80%
Champion....60%
Zell's American....80%
Matchless, Double Acting....25%
New Idea, No. 1, ℔ gro....$7.50
New Idea, No. 2, ℔ gro....$18.00
Rex....℔ gr. $12.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....80&5%
American....80%
Columbia, No. 14....℔ gro. $8.00
Columbia, No. 18....℔ gro. $24.00
Crown....80%
Gem....30%
Knoxall....℔ gro. $9.00
Oxford....80%
Wiles' No. 1, ℔ gr., $16.00; No. 2, $12.00

GATE HINGES—
Automatic....℔ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...℔ doz $7.80....60@60&10%
N. E. Reversible....℔ doz $5.60 60@60&10%
N. Y. State..℔ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ℔ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5....80&10&5%
Champion Gravity Locking, No. 75....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&10%
Tip Pattern, Nos. 1, 3 and 5, 80&10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 2 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10&5%
Pioneer, Nos. 000, 45 and 5½..75&5%
Steam Boat Gravity Locking, No. 10....80&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ℔ doz. sets $1.30....40&10%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. ℔ doz. $3.50 net
Crescent Cultivator, 7 in. ℔ doz. $3.75 net
Crescent Double-Bit ℔ doz. $4.00 net
Crucible Cut-Easy..℔ doz. $4 50 net
Cotton....80&10%
Dunlap's Boys', Ladies', Toy....80%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....℔ doz $4.00
Mattock Hoe....℔ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....℔ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—
Hill's:
Rings....℔ gr. boxes..$3.00@3.25
Ringers....℔ doz. 50@55c
Kohlers, Horse Nail, Ringers. ℔ doz. $9.00
Perfect Rings....℔ gro. $7.00@$7.50
Perfect Ringers....℔ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....10&10%
White-Ware....25&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....63⅓@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—
BUSH—
Jennings & Griffin's....40&10%
Light ℔ doz. $5.00; Medium ℔ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....℔ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, ℔ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....80&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%

American, all sizes, 9½c....net
Ausable....23c 23c 23c 24c 23c. 40&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c..10&5%
Champlain..23c 23c 23c 24c 23c 40&5&2½
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex....23c 23c 23c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S....23c 23c 23c 21c. 21c 50&10&5%
Northw't'n.25c 25c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c....25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4 75@$5.25
Gibbs' Rubber Cush'd. ℔ set, $1.50
Hartford Side-Weight, Extra Light....$7.[illegible]@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....℔ lb. 4c
W. & B. Rubber Pad....℔ set, $2.50

MULE—
Add 50c ℔ keg to above prices.

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....℔ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....℔ doz. $12 00
Ice Crusher, No 3, ℔ doz. $8.00
Ice Crusher, No. 2, ℔ doz. $6.00
Ice Crusher, No. 1, ℔ doz. $20.00
Ice Tools....℔ doz. $4.00
} 25&10&5%
Sargent's Ice Awls....50%
Snell's....50%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00..25%
No. 34....℔ doz. $15.00..25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives.℔ doz. $1.50..20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ℔ gr....$1.25@$1.50
Carriage, Jap....℔ gro. 80c, 60&10%
Door Knobs, Hemacite....50&10%
Door Mineral....℔ doz. 60@65c
Door Por. Jap'd....℔ doz. 65@70c
Door Por. Nickel ..℔ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '85. 40%

Lace Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ℔ ft..18c
Tanned Side Lace....℔ ft..18c
Cut Lacings, ¼ in., ℔ 100 ft...$1.00
Cut Lacings, 5/16 in. ℔ 100 ft..$1.25
Cut Lacings, ⅜ in., ℔ 100 ft...$1.50
Cut Lacings, ½ in., ℔ 100 ft...$2.00
Cut Lacings, ⅝ in., ℔ 100 ft...$2.75
Cut Lacings, ¾ in., ℔ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$4 00 $5.25 $6.50 each net
Pennsylvania.....60&10%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe.....₩ ℔ 6c
Lead Pipe, Tin Lined.....₩ ℔ 12½c
Block Tin Pipe.....₩ ℔ 22c
Sheet Lead.....₩ ℔ 7c
Quantity discount 10%

Lemon Squeezers—
Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 20&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 50 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices
CABINET—
Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 28 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45&5%
Charles Parker Co.....45&5%
Yale.....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....60@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Regular list.....70&10@71½

Meat Cutters—
American.....30%
Nos....1 2 3 4 5 6
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25%
Nos....10 12 32 42
Each...$3 $3.50 $4 $6 $15
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%
Nos. 805 810 812 820 823
$25 $43 $44 $72 $93
Miles' Challenge ₩ doz...45@45&10%
Nos..... 1 2 3
$23 $30 $40
Perfection.....net
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....35@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name.....₩ ℔..15c
Mystic.....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½&10%
PICTURE—
Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4 75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....60 & 10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $8..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list.....$6.80
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—
Brass and Copper..50&10@50&1 &5%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70 &10%
Steel.....70&10%
Malleable. Hammers, New Style, 10& @20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ ℔..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips..... .90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ ℔..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c.....40%
Boston "Phœnix" Red Sheet, per ℔..... 50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ ℔
Cotton Packing.....14c@15c ₩ ℔
Italian Packing.....11c@12c ₩ ℔
Jute.....8½c@9c ₩ ℔
Russian Packing.....12½c@14c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 8.50
Dandy.....each 7.50
Eureka, 1888.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.00
Ideal.....₩ doz 4.00
Improved Bay State.₩ ds..$37@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 13.50
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 3.00
Perfection.....₩ doz 4.00
Reading, 79.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 13.50
Waverly.....₩ doz 3.75
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.0 @7.50
Lead.....₩ gro. 2.18@4.88
Lumber.....₩ gro. 6.8?
Mascot, Hexagon.....₩ gro. ..7?
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10 @60%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%
IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...5 &10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@60%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle", Ohio, Sandusky.....30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.35 to &
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@25%

Pliers and Nippers—
Button's.....70@70&10%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern... .....70@70&10%
Fencing Pliers, ₩ doz $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $13.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....50%
Pocket Levels.....70&10@75%
Stanley's.....75&10%
Stanley's Duplex.....35&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....35%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ ℔ 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10%
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 }
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 } 15%
Quincy Corn Popper, 1 qt., ₩ doz. $3 00; 3 qt., $4.00.....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $11.00
Invincible, No 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $ 4.00
New Champion, No.37 ₩ doz. $ 7.00
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10@50%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....80%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods, 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 338, 3¼ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2¾ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3¼ in. Deep Well Pump.....$16.00
No. 102, Fig. 443, 3 in. Lift Pump.....$10.00
No. 103, Fig. 443, 3¼ in. Lift Pump.....$12.00
No. 126, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.....$8.50
No. 226, Fig. 389, Windmill Pump.....$13.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 402, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$13.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@55
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

	⅛	¼	⅜
Per 100 feet	$1.40	1.65	1.80

Barn Door, "None Better" No. 1, ₱ foot.....3¼c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4¼c
Cronk's:
Competition.....₱ foot, 2¼c
Common.....₱ foot, 2¼c
Double Braced.....₱ foot, 2¾c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronsed Wr't Iron, ₱ ft. 6¼c
Sliding Door, Iron, Painted....₱ ft 3c
Sliding Door, Wr't Brass, 1¼ n. ₱ ft, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3¼c
Victor Track Rail, 7c ₱ foot. 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.25@$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.35@$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $2.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate 1.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....80&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with Burrs.....50%
Burrs only.....40%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or copper ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....₱ doz. 60c net

Rope—

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 11½c
⅜ in.....₱ ℔ 10½c
¼ and 5-16 in.....₱ ℔ 11½c
Hay Rope, Med.....₱ ℔ 10½c
Sisal, ⅜ in.....₱ ℔ 9½c
¼ and 5-16 in.....₱ ℔ 10½c
7-16 in. & larger.....₱ ℔ 9½c
Med. L'th Y'rn.....₱ ℔ 8½c
Hay Rope.....₱ ℔ 9½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....60&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz. $3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.30
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$3.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $23.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash..₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 38c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 3 c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₱ ℔ 21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $20.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $21.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '88.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&5&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Stell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₩ doz.....$1.00
Gem, ₩ doz.....90c } 40%
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head.....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M.W. Co., list July, 1892.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....4½&10%
Champion.....40&10%
Clipper.....40&10&5%
Empire.....40&5%
National.....40&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 35&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....60&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....8 &10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....8 &10%
Cigar Box Nails.....40%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.50
Can Opener Carpet Tacks, ₩ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4 50
Miniature Keg Tacks..66⅔&33⅓&10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&5%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$2.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.75
Floor Hooks, ¾ in. ₩ doz. . .65
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$2.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.00
Malleable Rafter Brackets, ₩ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, No. 434, ₩ doz. $2 25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track..... $3.25
Rope Hitch ₩ doz..... $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each.... $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz..... $1 50
Sure Grip Sling Car., Steel or Wood Track..... $6.00
Walker Fork, each..... $1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....7c@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304..... ₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse .....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,..... ₩ doz. 65c
Improved Rat..... ₩ gross, $12.50
New Rat..... ₩ gross, $12.50
Mouse, Bonanza... ₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ doz $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole.... ₩ gro., $4.50
Snap Shot, 4 Hole.... ₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod..... ₩ gr. $16.50
Globe..... ₩ doz., $1.25; ₩ gr. $13.50
Harper.... ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50&10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $90.00.....60&20%
Daisy, ₩ doz., $12.00.....60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....40%
Bright Wire Goods, Standard list 90&1 @90&20%
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....60&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18.....80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 13 to 80, Imported, ₩ ₤.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel.....20&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....80@80&10%
Alken's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....80&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&3%
"Mechanics'".....40&10&10 &5&5&3%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme .....60@60&5%
All Steel Pipe .....50&10@ 0%
Always Ready.....35@40&10
Bull Dog.....60&10%
Diamond Cycle..... ₩ doz $3.00
Drop Forged Engineers.35@40&10%
Hercules.....70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.50&10 @50&10&10%
Regular.....30&5@ 0&10&5%
J. H. Williams.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 1, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels .₩ gallon.....86c
Linseed, City, Boiled, in barrels ₩ gallon..... .83c
Out of Town on Spot..₩ gal.....86c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....43@45c
No. 1.....30@35c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$22.50
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₤.....4¾@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₤ net.....6¼c
In lots of 500 pounds and over, ₩ ₤.....5¾c
White Lead, Foreign, in Oil, ₩ ₤ 8@8¾c
Litharge, Kegs, ₩ ₤.....5½@5¾c
Zinc, American, Dry, ₩ ₤....4@4½c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....29@—c
In machine bbls.....30@—c

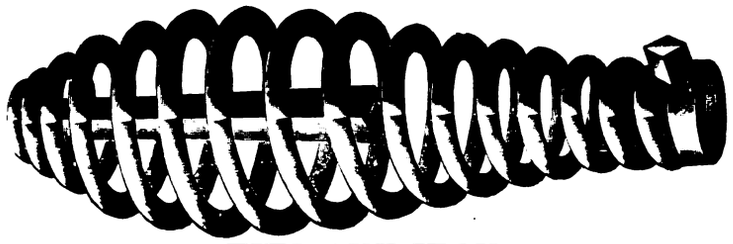
Dry Colors—

Blue, Chinese.....₩ ₤ 30 @35
Blue, Prussian.....₩ ₤ 29 @33
Blue, Ultramarine..₩ ₤ 6 @25
Sienna, Italian, burnt & powdered ₩ ₤ 4½@10 c
Sienna, Italian, raw & powdered...₩ ₤ 3 @4½c
Umber, Turkey, burnt.....₩ ₤ 2½@3½c
Umber, Turkey, raw.....₩ ₤ 2½@3 c
Green, Chrome, Ordinary.....₩ ₤ 4 @12 c
Green, Paris, in bulk, ₩ ₤ 13½@15½c
Indian Red, American.....₩ ₤ 2½@ 3 c
Indian Red, English.....₩ ₤ 4½@8½

Colors in Oil—

Black Coach Japan ₩ ₤..18½@20
Black Coach Japan, in Oil.....₩ ₤ 12 @18 c
Black Drop.....₩ ₤ 7 @10 c
Black Lampblack, Best..... ₩ ₤ 12 @15 c
Black Lampblack, common .....₩ ₤ 7 @10 c
Blue, Chinese.....₩ ₤ 35 @40 c
Blue, Prussian .....₩ ₤ 25 @35 c
Blue, Ultramarine..₩ ₤ 16 @21 c
Sienna, bur't... .....₩ ₤ 8 @12 c
Sienna, raw.... .... ₩ ₤ 7 @10 c
Umber, burnt.....₩ ₤ 7 @10 c
Umber raw.....₩ ₤ 6 @10 c
Brown, Vandyke....₩ ₤ 7 @12 c

ALASKA SOLDERING IRON HANDLE



. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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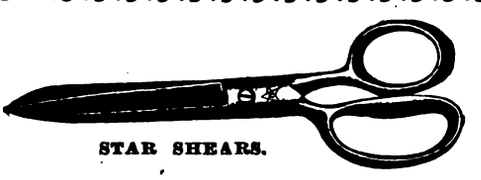
THE REAL ARTICLE
OF SILVER PLATED WARE
recognized as the standard of quality the world over is the . . .
ROGERS "ANCHOR" BRAND.
It represents all that is possible in stylishness and true, lasting quality. It is backed by a half century's successful record. Learn more about it by dropping a line for catalogue to . . .

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

THE WM. ROGERS MFG. CO.,

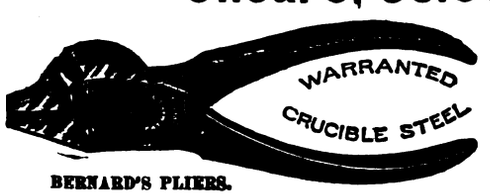
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HARTFORD, CONN.
NEW YORK OFFICE,
149 Church Street.
PHILADELPHIA,
506 Commerce St.

Write for 1898
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STAR SHEARS.

"WE MAKE the LARGEST LINE of . . . Shears, Scissors and Pliers."



BERNARD'S PLIERS.

THE WM. SCHOLLHORN CO.,
NEW HAVEN, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when
THE VERY BEST
can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, LTD.,
SHEFFIELD, ENGLAND,
Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.
We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.
If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

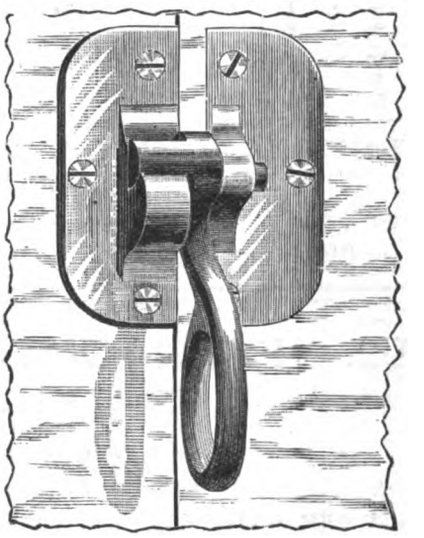
Established 1836.

ALFRED FIELD & CO.,
93 Chambers and 75 Reade Streets, New York.
Importers of
HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.
Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT.	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
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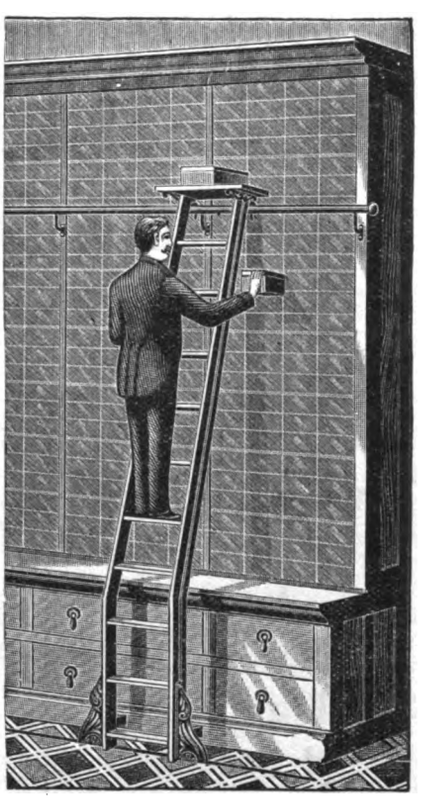
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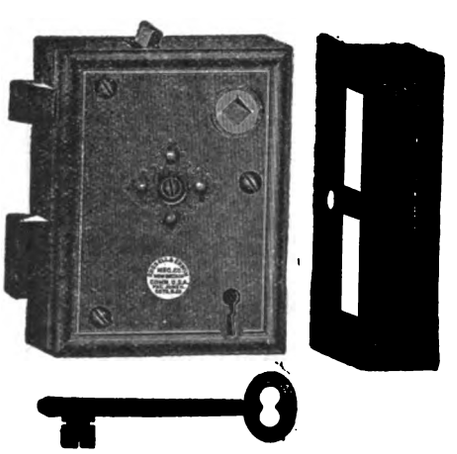
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W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., tamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholihorn Co., New Haven, Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N.Y.

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John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Protractors.
Brown & Sharpe Mfg. Co., Providence, R. I.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Publications.
John B. Kessler & Son, Clayton, Mich.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Queen Sash Balance Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

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Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
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Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.

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C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
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McKinney Mfg. Co., Allegheny, Pa.
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Enterprise Mfg. Co., Philadelphia.

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See Traps.

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Tower & Lyon, New York.

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Sickels & Nutting Co., New York.

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Sickels & Nutting Co., New York.

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Tuck Mfg. Co., Brockton, Mass.

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Dunbar Bros., Bristol, Conn.

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Harrington & King Perforating Co., Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

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Bruce & Cook, New York.

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Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.
Wallace Barnes, Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welsh & Co., Boston.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Squares.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.
E. T. Barnum, Detroit, Mich.

Stair Nosings.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.
Clark & Cowles, Plainville, Conn.

Statuary.
E. T. Barnum, Detroit, Mich.

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McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

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Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

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Armstrong Mfg. Co., Bridgeport, Conn.
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Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

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New York, Brooklyn, Chicago.

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Pope Tube Co., Hartford, Conn.

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Coes Wrench Co., Worcester, Mass.
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Tower & Lyon, New York.

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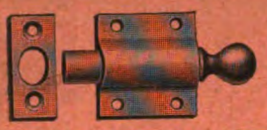
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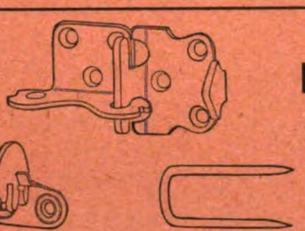
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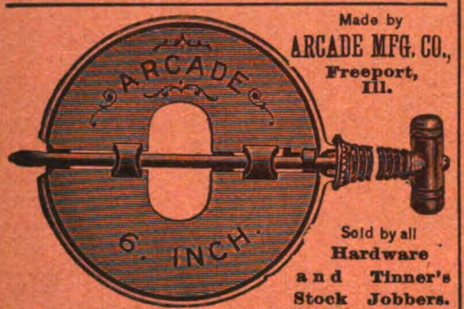
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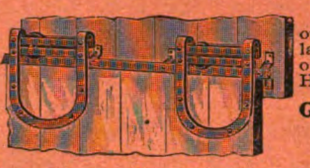


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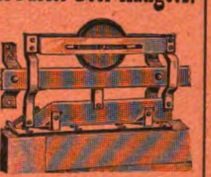
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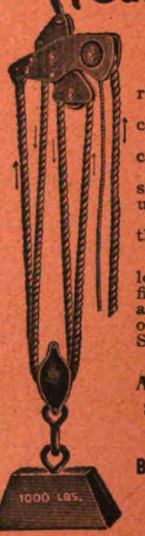
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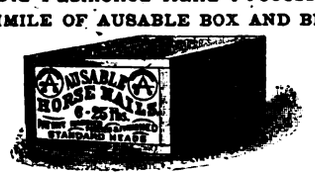
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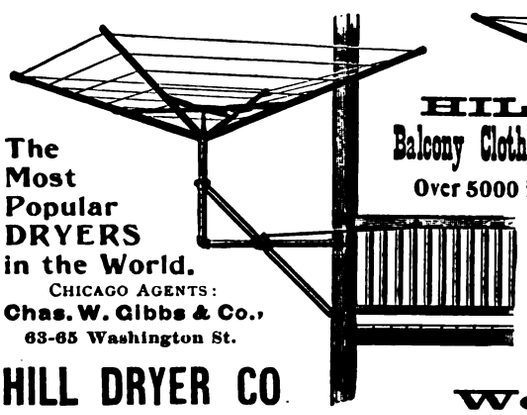
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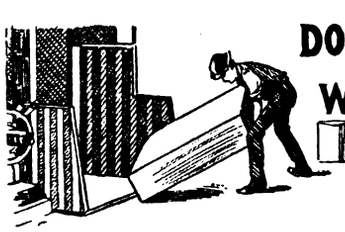
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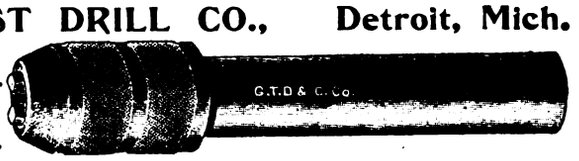


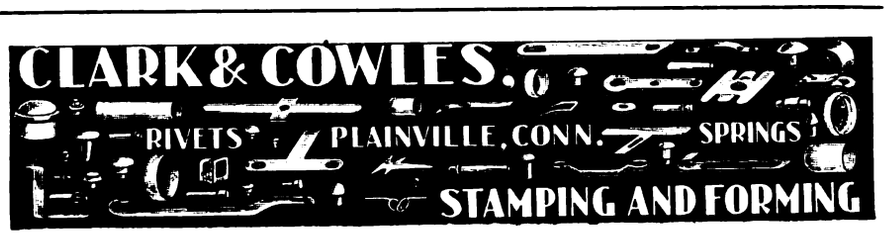
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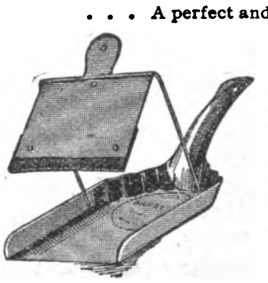
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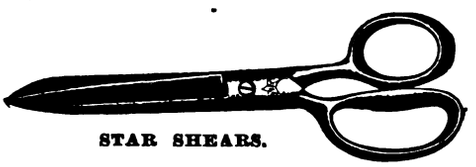
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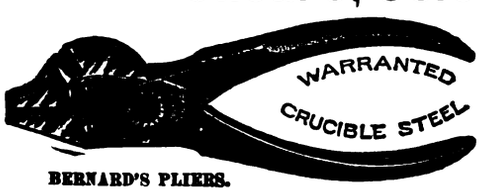
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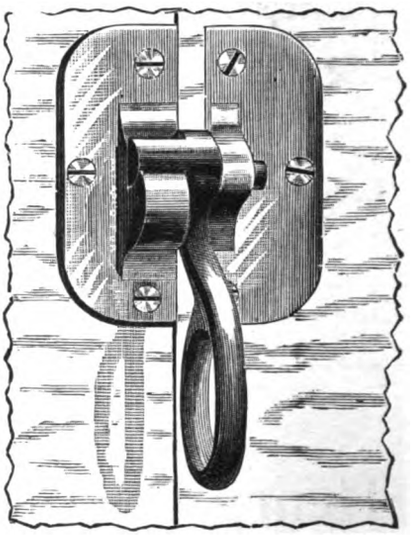
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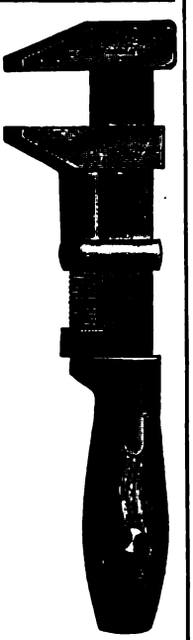
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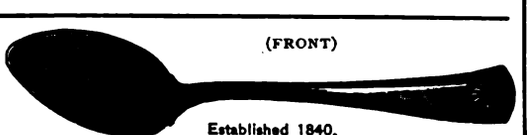
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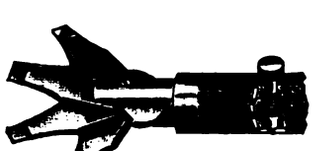
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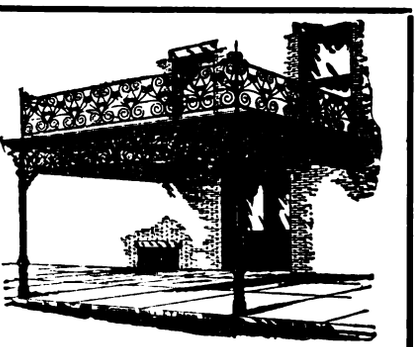
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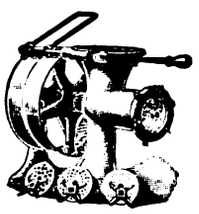
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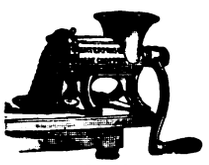
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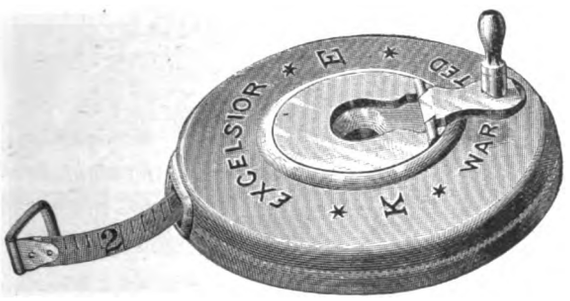
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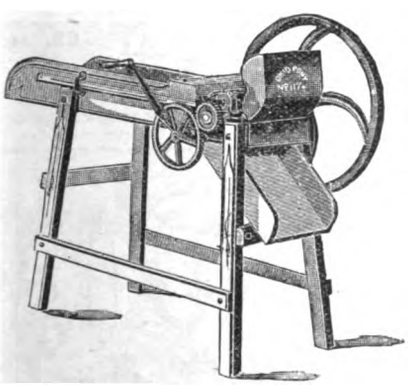
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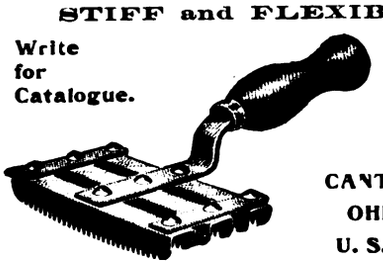
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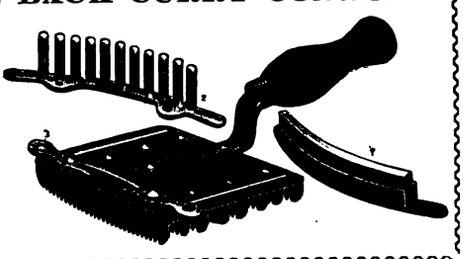
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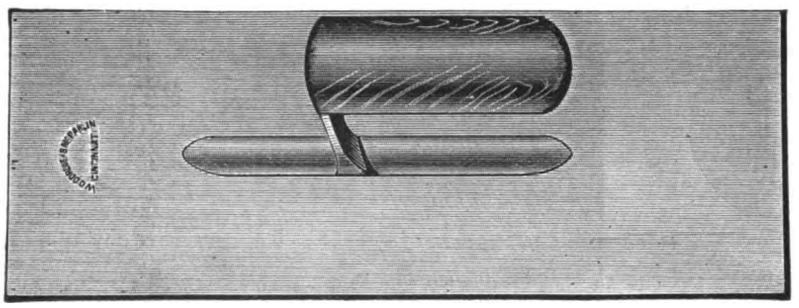


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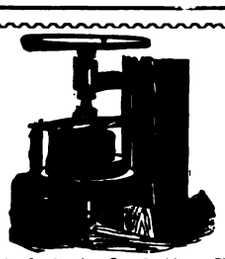
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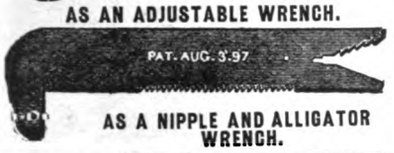
THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

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FOR 1898.



AS AN ADJUSTABLE WRENCH.



AS A NIPPLE AND ALLIGATOR WRENCH.



AS A SCREWDRIVER.

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Nickel Plated.
Good as can be made.
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CHICAGO.

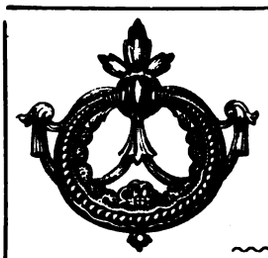
A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.

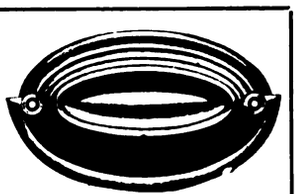
THE W. H. SWEENEY MANUFACTURING CO.
Our goods are attractive, well-made and thoroughly up-to-date.



These are only a few of the articles we make. Full line shown in 1898 Catalogue.
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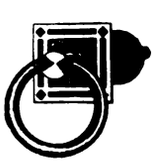

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5045

American Ring Co.,
Waterbury, Conn.
MANUFACTURERS OF . . .
Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.

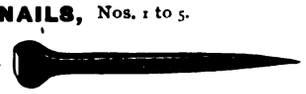

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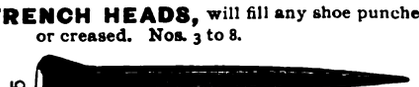

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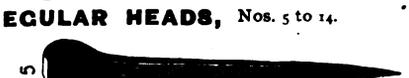
TURF NAILS, Nos. 1 to 5.



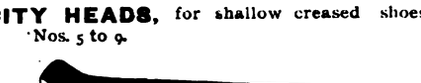
FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



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The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

The high quality of the Putnam Nail makes it an easy seller at present prices.

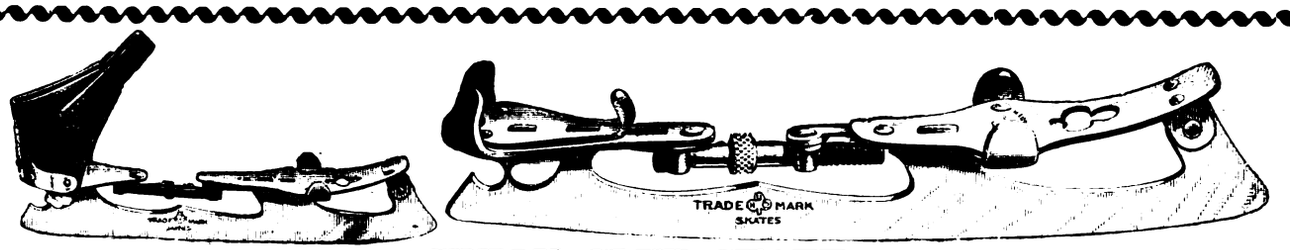
Trade correspondence solicited.

For terms and discounts address

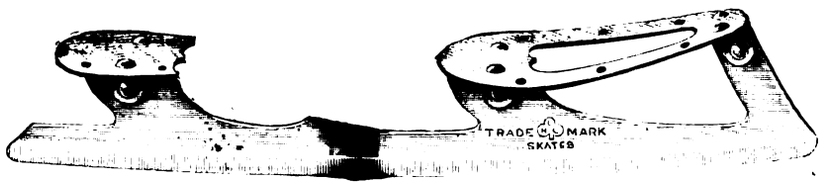
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Boston, Mass.
Or 235 Lake St., Chicago, Ill.
Or 12-14 Drum St., San Francisco, Cal.

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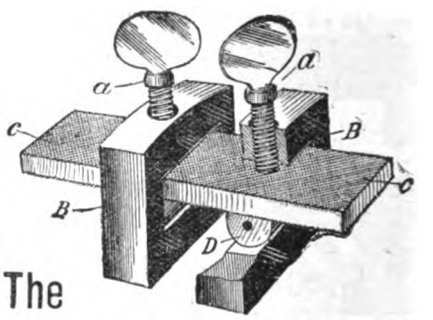


UNION CLUB SKATE.

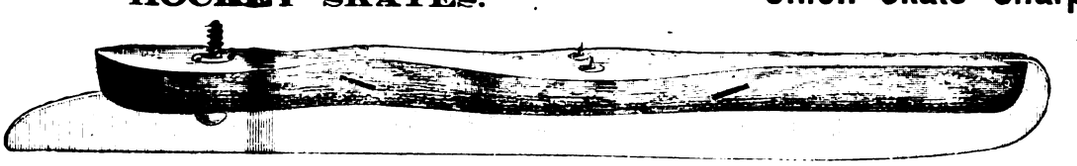




HOCKEY SKATES.



The Union Skate Sharpener.



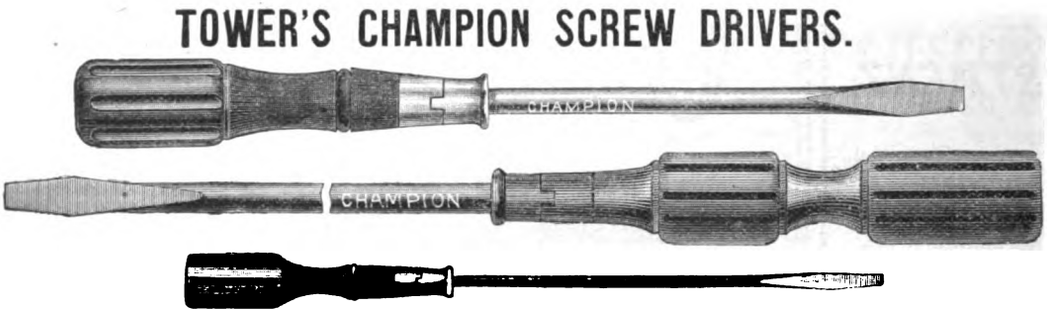
DONOGHUE RACING SKATE.

... MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

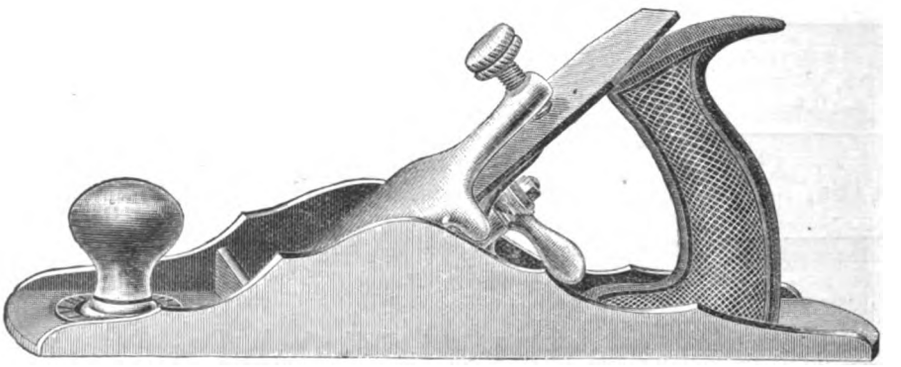
TOWER'S CHAMPION SCREW DRIVERS.

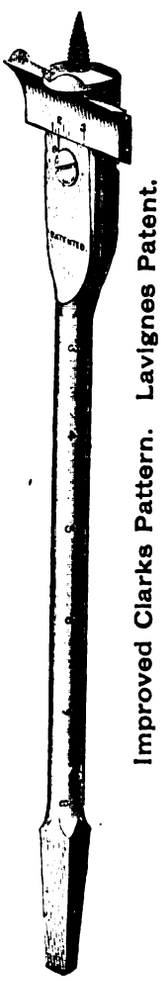


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

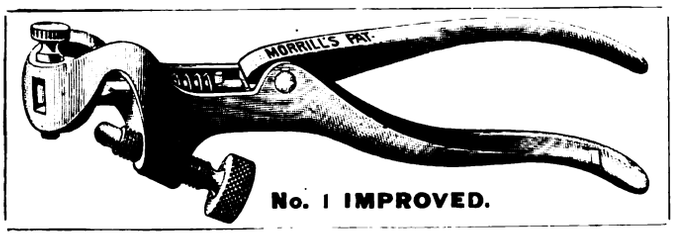
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This Trade Mark is stamped on all Hardware Specialties of my make.



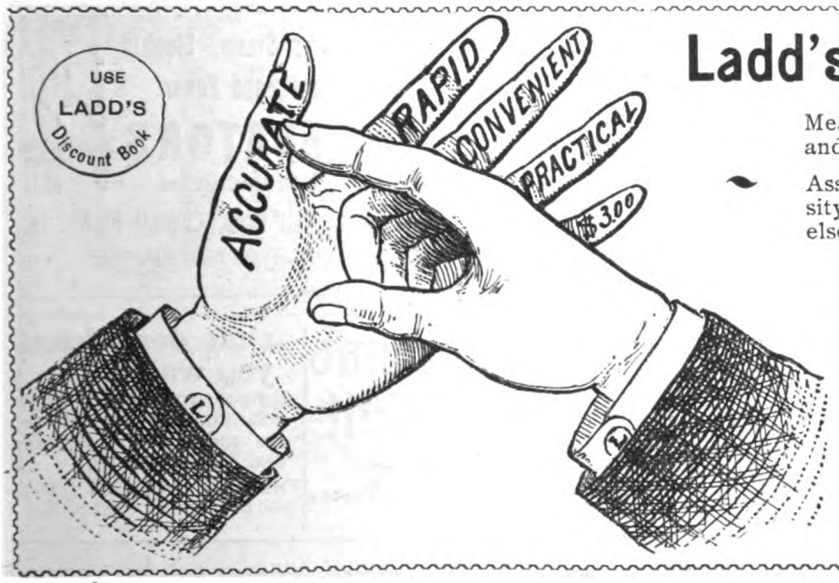
No. 1 IMPROVED.

TRADE MARK
Registered, Pat. No. 30,572.
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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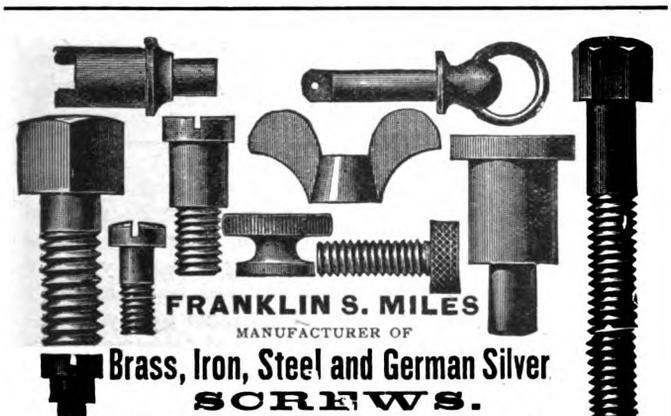
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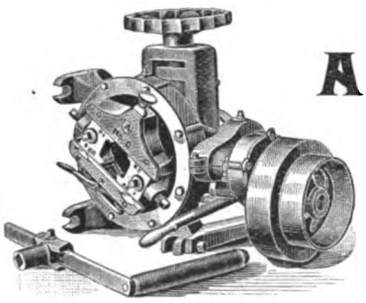
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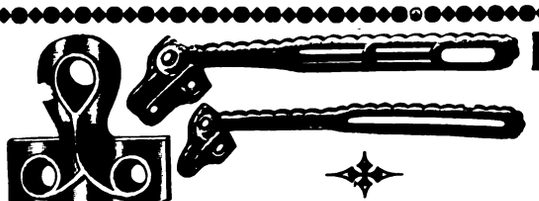
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... AND ...
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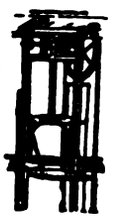
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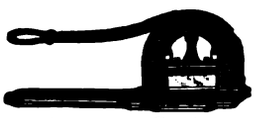
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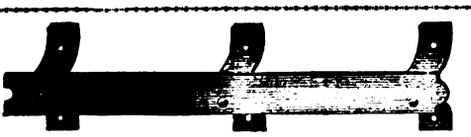

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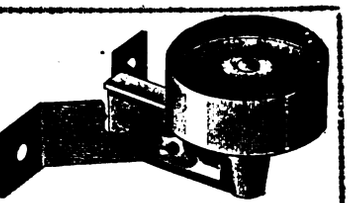


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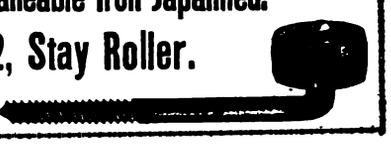
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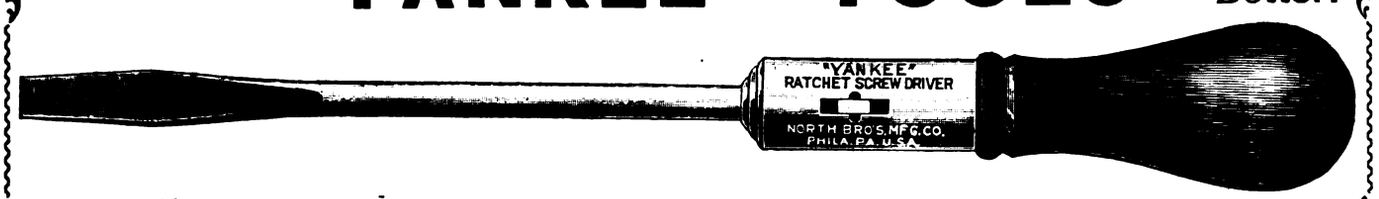


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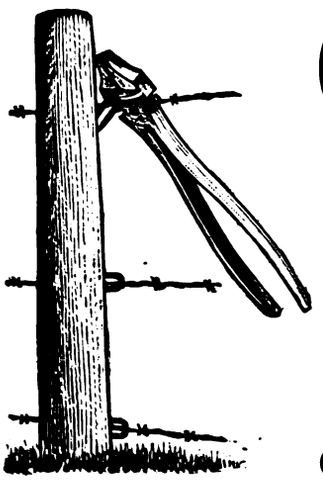
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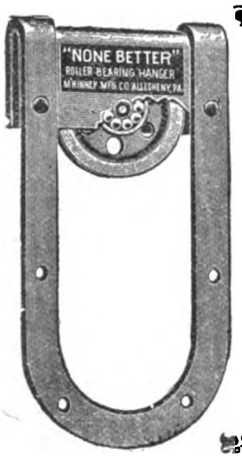
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THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

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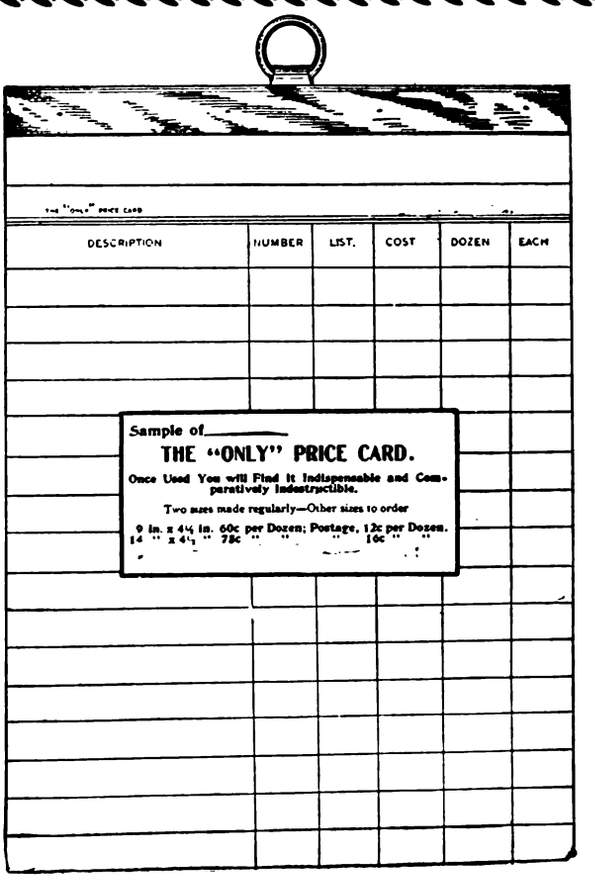
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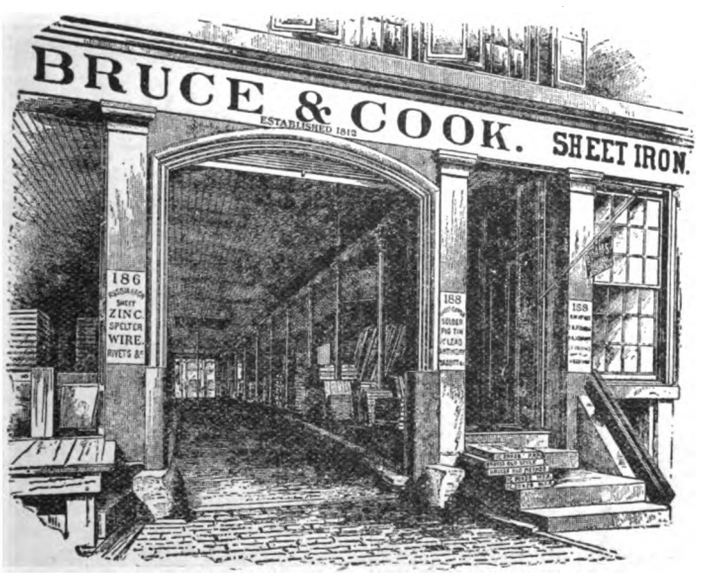
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Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
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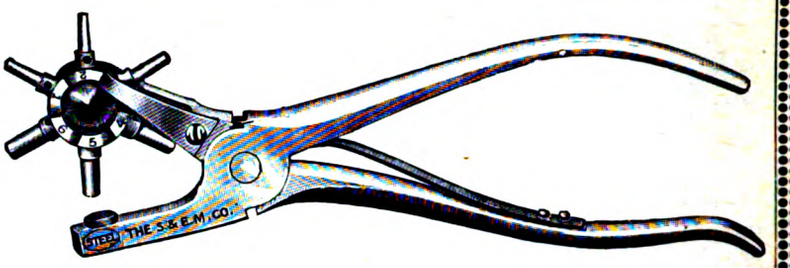
"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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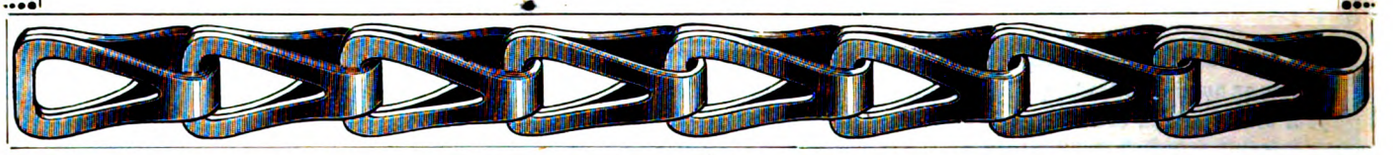
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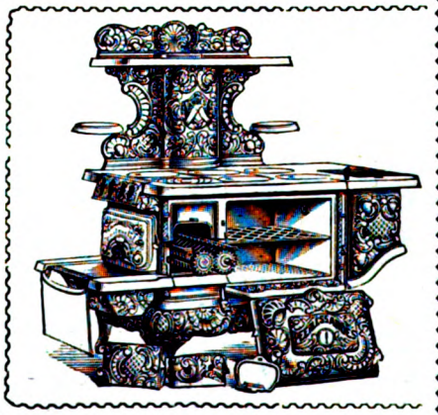
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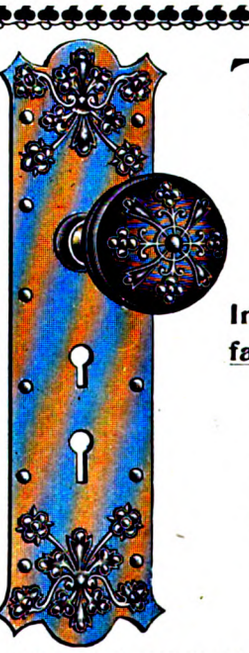
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HARDWARE

VOL. XVII. AUGUST 25, 1898. NO. 10.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The prospect is gradually clearing away and preparations for a season of phenomenal business are causing an amount of hustling on the part of manufacturers and dealers that is very gratifying to witness.

Advancing quotations on raw materials, accompanied by strikes in several plants, have had the natural effect of withdrawing the less rigid quotations governing the wire nail market during the month past, and have braced the current prices very effectually, with every indication of an early advance of greater significance.

The noteworthy iron and steel combination between the Minnesota Iron Co. and the Illinois Steel Co., on account of the great and powerful interests back of the consolidation, will exert an incalculable advantage to American influence on the trade of the world. The financial strength supporting this centralization of productive power, insures a control of any market we may see fit to enter, and ensures the endorsement and encouragement of other large producers, even though they may not join in the tendency toward combining their collective strength into one great organization.

The large crops reported upon by government departments ensures a prosperity almost unequalled even though marketed at lower quotations than prevailed a year ago. The demand is likely to be as great as ever, as new markets for our agricultural products are being sought in every direction, and the extension of our commercial advantages as a result of the Spanish war, will naturally follow and become permanent factors in any movement having for its object the increase of our national commerce.

Reports from our numerous correspondents at the trade centres of the country, all indicate that while they are rejoiced that the war is closed and peace conditions will prevail from now on, they admit the prosecution of the war has had no detrimental effect on the season's trade just passed, which has more than equalled the sanguine expectations formed early in the season. The advances in prices in many lines, and the hardening quotations in those usually susceptible of weakness early in the season, are stimulating orders and enquiries to an extent rarely felt except under rapidly changing conditions, especially as inability to get raw materials from the mills makes promises for early delivery, problematical rather than certain.

The impression that we are on the eve of a substantial revival in commercial prosperity that will extend throughout the next ten years, is gaining ground with all classes of merchants and manfacturers, and if account is only taken of the natural expansion of trade, without anticipations of spasmodic boom, there will be no conclusions so reached but will be found justified by the exceptional condition of trade during the fall season.

To-day we are nearing the point which manufacturers have long been looking for, where consumption will have overtaken the limit of our productive facilities, and with orders daily increasing on factory order books, the firmness so rarely shown by manufacturers during recent years, has now become a cardinal virtue, and in the future will command respect.

A National Retail Hardware Association.

It is with pleasure that we present in to-day's issue, a series of letters from leading Hardwaremen, who are especially connected with the retail trade. Among these communications are several from officials of the various retail associations of the country, and from the study which these gentlemen have given to the subject of organized effort within the trade, they are certainly competent to speak with authority, and to set forth the present conditions and the possibilities of the future as they actually exist.

A great deal of consideration has been given in recent months to the question of National organization among the Hardware retailers. Questions have arisen, and suggestions have been thrown out, occasionally at recent meetings of the State Associations, in regard to the formation of a National Association but so far no definite steps have been taken looking to the accomplishment of the desired object.

In order that this question may have full consideration before the fall and winter meetings of the various associations, *Hardware* has taken occasion to invite the opinions of gentlemen who may properly be classed as experts, and the first series of letters is, as above stated, given in another portion of to-day's issue.

The question arises as to the character of this Association, in case the same should be created. The general opinion seems to be that the new organization should be composed of delegates from the various State Associations, while at the same time individual retail Hardwaremen should be given the fullest opportunity for representation in the organization, and every possible effort made to interest the retailer everywhere. These various views are submitted, with the suggestion that the State Associations at their coming meetings, take the matter up in a systematic manner, and if they do so, we believe that at the end of the coming winter a National Retail Association will be in actual existence. *Hardware* stands ready to do anything within its power to put that purpose into effect.

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The Glorious End of the War.

Peace is an assured fact, and that portion of the army not needed in the garrisons intended for the conquered provinces, will soon be disbanded to return to the industrial environments from whence they were taken.

The early settlement of the questions involved in the contention with Spain, finds this country in an advanced position before the nations of the world, that cannot do otherwise than redound greatly to our moral, financial and industrial prestige in the future. We will occupy as never before a place in the councils of the nations that will surely bring us from a fifth to a second-rate power, and this will be backed by a naval supremacy, for the further establishment of which, steps of importance are already being taken; for the building of war vessels that shall be second to none in the world.

In the conduct of the war just closed, Americans have a right to feel a just pride, every step taken reflecting substantial credit on the administration and the people who so generously supported it, from the time when the Senate promptly voted additional taxes to the extent of $150,000,000, and gave authority to the government to borrow $200,000,000 more. What a noble response to this proposal was given, when the people subscribed for $1,000 000,000, showing, if wanted, how thoroughly the country could be relied upon to furnish the sinews of war for the sustaining of American principles and the planting of "Old Glory" on territory extending so greatly the boundary line of our territorial possessions.

The United States will always command the respect of the world for its display of national spirit and the exhibition of its unequalled fighting qualities. In no war into which it entered has this country ever suffered defeat. It assumes at this period of its existence a greater degree of responsibility than was deemed likely to follow the prosecution of this war, and the views of our government will in future be ascertained and her counsel solicited by other nations before again changing the map of the world. We know now that we are sufficiently powerful on sea or land to be feared and respected, and other powers now, more than ever, will recognize the fact that we can take good care of ourselves when the necessity for doing so is made apparent.

James Surpless for Congress.

We wish to extend our hearty congratulations to the 5th Congressional District of New York, on its most recent evidence of good hard sense. If the aforesaid District had one hand instead of many, we would be glad to shake it, and to assure its owner of our distinguished consideration.

For the past 48 years, there has resided within its limits, a man, whose many virtues and good common sense have won him a host of friends. We speak of James Surpless, head of the firm of Surpless, Dunn & Co., New York City. Time and again has Mr. Surpless been importuned by his many friends to represent them in various public offices, and no less often has he firmly declined. Two years ago he was mentioned for Congress, but he refused to allow his name to go before the convention. This year, however, it would seem that he must "fish, cut bait, or go ashore;" as the rank and file, wherein his strength lies, have simply decided to take the tiller in their own hands, whether he likes it or not.

Mr. Surpless is a Republican; and is credited with solidifying the many antagonistic factional interests of the 5th in far greater measure than they have been for many years. He is an original McKinley man; and fought long and hard for the sound-money plank. Of his personal worth we cannot say too much. His name is a synonym for all that is upright and conscientious. His quiet reserved force imbues his acquaintances with respect, both for his intellectual qualities, and for his sound sense; while his frank, manly bearing, inspires absolute confidence, and makes him hosts of friends.

The district in which he lives is a Republican stronghold; a nomination being regarded as equivalent to an election. The one occasion on which a Democrat has represented it of recent years was when the late John H. Graham was elected in 1892; and as he, also was a Hardwareman, this may be taken as a further evidence of the certainty of our esteemed friend's chances. *Hardware* is saving a good hearty handshake till next November for Congressman Surpless.

Where Spain is "At."

The advertising man, like Artemus Ward's kangaroo, is an "amusin' cuss." Some of his facetionsness has, of course, been recently directed to our friend, the enemy. In the office of one of these humorists there hangs upon the wall a large sized map of the world; and neatly printed in large letters is the conundrum: "Find Spain." Naturally, ones eyes seek that little spot in the south-west of Europe, where we have been accustomed to find the land of the Dons located, but instead of the multi-colored shape of the country of the appetizing olive and the langourious-eyed beauties of Andalusia we find a piece of white paper pasted neatly over it and marked U. S.

A tobacconist in New York's Hardware district who possesses an adaptive and possibly original bent of mind freezes the blood of the wayfarer with the following window card:

"*Dewey* sell good cigars? Well, if you *Havana* experience you will know that to be the *Maine* cause of our success. The *Merritt* of our good is what makes people come *Miles* to patronize us. Our customers are not compelled to take *Hobson's* choice."

Vacation Thoughts.

The "Man in the Corner" of the house of W. Bingham Co., Cleveland, Ohio, discourses of vacation season in his recent communication. He sighs as he says that "vacation time is nearly over," and continues: "It is the time when the workaday Jack wakes to the fact that he is growing to be a dull boy through the monotony of his routine and longs for a change—when the sound of a railroad whistle is a personal call to go and the sight of the summer excursionist with his jaunty air and big basket, arouses a wistful thought of the pleasures of a junket in agreeable company; when he feels again in anticipation the ecstatic thrill that comes back over the rod when a fish takes the hook, or in imagination looks along the barrel of a gun and enjoys the luxury of a rest and a real sleep after a day's hard tramp in the woods. Little things fret and worry him and ordinary pleasures lose their zest, and he finally gives up, turns his store over to his clerks and goes for the much needed outing. To the ordinary man an annual vacation is as much a necessity as a Sunday's rest. He is only wound for a year at a time, and Dame Nature carries the key that winds him up for another revolution around the great dial of time.

"Get under cover on fall and winter goods! If you do not do so early, you will surely find yourself without them when you need them, and none to be had. I told you the same thing in April and the scarcity of summer goods proved the wisdom of the advice. The probabilities are that before the year is over the lack will arise to a famine. Trade papers are sounding the alarm, long-headed buyers are placing orders now far ahead of their needs, and the patter of early orders will be a deluge when the condition of things is fully realized."

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A NATIONAL RETAIL ASSOCIATION.

There has been more or less discussion within recent months, at the meetings of the Retail Associations of the various States, in regard to the formation of a National Retail Hardware Association. A great many opinions have been expressed, in a desultory way, here and there, in favor of the formation of such an Association, but no active steps have as yet been taken for the realization of that very laudable object.

For the purpose of crystalizing these various opinions, and in order that the subject may receive the thorough discussion which it deserves, *Hardware* has addressed a letter of inquiry to a number of the leading Hardwaremen of the country, including representatives of the several Retail Associations of the States, leading retailers, etc., asking them as to their opinion concerning the formation of a National Retail Hardware Association. They were especially requested to formulate practical suggestions as to the steps which should be taken. The responses have been prompt and general, and we take pleasure in laying the first installment before the readers of *Hardware* to-day:

PRESIDENT NEW ENGLAND ASSOCIATION.

Editor Hardware: Replying to your inquiry in reference to the matter of a National Hardware Association: While I do not doubt the possibility of forming such an Association—for to Hardwaremen all (material) things are possible—yet not having given the subject any previous consideration, I am unable to foresee the advantages others who may favor the project imagine they will receive.

Theoretically, wonders might be accomplished. Practically, I am skeptical enough to believe little benefit would be derived from a membership in such an organization.

If, however, *Hardware* would suggest a platform embodying the object and aims of the proposed Association, the writer would present the subject for discussion before the Association he has the honor to represent, and would be pleased to report their action.

Sectional, State and local Associations, where the interests of the trade are identical, are certainly desirable.

Presuming a National Association is formed, I would favor representation from retail associations now formed, from sections where such associations exist. Awaiting the "platform," I remain Yours truly,

EDWARD A. LOOMIS,

President New England Hardware Dealers' Association.

Providence, R. I., August 18, 1898.

CHARLES E. ADAMS' VIEWS.

Editor Hardware: Replying to yours of the 12th instant, relative to the formation of a National Retail Hardware Dealers' Association, would say that it must be conceded that the best ethical, governmental and commercial results are secured by organized concerted action whether the object is to benefit a town, city, State or nation.

A National body composed of individual members or small local organization, judging by observation and experience during the past ten years in this line of work, does not exert the influence that ought to be derived from such an association.

Every community, whether representing a city or group of towns, should have an organized body of Retail Hardware Dealers, and I believe either from a social or financial standpoint a merchant can ill afford to be outside of its membership.

A State organization ought to be formed from these local associations, whose work would include the consideration of many questions of importance to the Hardware fraternity, and also promote the public good by assisting similar bodies to secure the enactment of laws beneficial to the entire State.

A National Retail Hardware Dealers' Association composed of delegates representing the various State bodies and interested in the work, would make an ideal organization, as they would be fully prepared by previous discussion in the State boards, to act intelligently upon topics pertaining either to Hardware interests or those of a public National character, that might be presented at a National business men's conference.

Such meetings would exert great influence in securing the enactment of proper National laws, United States senators and congressmen have repeatedly stated during the past few years that they desired the opinion of business men, and welcomed with pleasure the increasing interest and attendance shown by those representing the mercantile and industrial interests of this country before congressional committees.

The National bankruptcy law, improved postal laws and various other reforms are largely due to the activity of commercial bodies through their representatives advocating strenuously before Congress these measures, and the future foreign policy of the United States, together with other great national questions to be considered by the coming Congress, should receive the attention of mercantile bodies, in order that our lawmakers may have the best results of business experience and observation.

The retail merchant, in his modesty, oftentimes labors under the apprehension that his efforts in a small community cannot effect the public policy of a great nation, but his individual work co-operating with others, is the only way that great attainments can be achieved; although he may not receive immediate financial returns, there will be a satisfaction in the thought that the Hardware fraternity is performing its part in making the United States the greatest commercial and industrial centre of the world. We have recently maintained our position in the front rank of nations as being able to maintain our honor and defend the cause of humanity, so let us all bend every effort to retain the same position in the arts, science and manufactures, by excelling all others in our National Exhibit at the Paris Exposition of 1900. CHARLES E. ADAMS.

Lowell, Mass., August 18, 1898.

D. FLETCHER BARBER'S SUGGESTIONS.

Editor Hardware: With regard to the formation of a National Retail Hardware Association would say my own idea on this would be that it should consist of representatives elected and sent by the local associations throughout the country; that they should take up matters referred to them by the associations which they represent, and some of the larger questions.

I should also think, that while every association of ten or more members should be entitled to one representative, there should be a basis for further representation for the larger associations.

Inasmuch, as we understand it, there are very few jobbers throughout the country but that do more or less retail business, we should think it would be better to have one large and general national association than two, but if this is impractical, I should certainly recommend that the national association be made up as above suggested, as other-

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wise we cannot understand how it would differ from a local association.

Some of the questions which I should like to see discussed with a movement toward lessening the detail and annoyances which prevail in the retail business would be: A uniform system of letters or numbers denoting finishes; uniformity among manufacturers in carrying stock; and charges for different finishes; the most advisable way in which to carry builders' Hardware, and recommendations as to how it shall be packed by the manufacturers; collections and drafts; advisability of cash transactions both in receiving and paying bills, etc. These are what occur to me without having time for thinking the subject over as perhaps it demands, though of course these are the outcome of what I have been led to conclude are convictions regarding such an association.

Yours sincerely,

Office of Chandler & Barber,
Boston, Aug. 15, 1898. D. F. BARBER.

S. S. BRYAN'S ENDORSEMENT.

Editor Hardware: In response to your letter of the 13th asking for my views concerning the formation of a National Retail Hardware Association, I will say that I regard the formation of such an association as an absolute necessity, if the various state associations continue to exist, as their usefulness would be greatly enhanced by a national association to bind them all together.

It would occur to me that in such states where associations exist that they send a number of delegates to form a national association, and if there are any large towns in such states that are not represented in the state association, the dealers in such towns should be asked to send a representative. Of course there are many states that have no state association. In such cases it seems to me that it would be desirable to interest at least one dealer in every town of five thousand inhabitants or over, and get him to see his fellow-dealers and try to arrange to send one delegate to such towns, dividing his expenses among them.

After the formation of the national association, it is likely that they would employ an able man for secretary, one of whose principal duties would be to travel and organize the various states, and the various towns into local associations. "In union is strength" and without numbers the association will fail of its object.

I will be very glad to see such an association formed, and hope the time is not far distant when it will be a reality.

Yours truly,

Titusville, Pa., August, 1898. S. S. BRYAN.

WORD FROM WISCONSIN.

Editor Hardware: In reply to yours I would say that it has always been the idea of the Wisconsin State Association that we hoped to see the formation of a national association or at least of a good sized North Western Association.

As you are no doubt aware, there is already an association of the three states of Wisconsin, Minnesota, and North Dakota, which seems to be accomplishing a good work, and it has been our idea to try and interest other and contiguous states.

With a national association composed of all associations in the country it might be so large as to be unwieldly, but with a small representation from each state, that objection could be met, and I believe would result in great good. Our motto has been "In union there is strength," and I see no reason for a change of purpose.

I think this State's association has accomplished as much or more than its most ardent supporters expected, and while some may feel, that but little has been done, those who know most about it do not agree with them.

You can put me on record as being in favor of a national association properly run, and I believe it could be accomplished and good results gained. C. A. PECK,

Secretary Wisconsin Retail Hardware Association.

Berlin, Wis., Aug. 15, 1898.

NORTHWESTERN RETAIL ASSOCIATION.

Editor Hardware: I am in receipt of yours, requesting my views as to the possibility of the formation of a National Retail Hardware Association.

In reply, I beg to say that I believe it possible, and that it will be the final outcome of the present movement among the retail dealers.

In soliciting membership for our association, the statement, "Oh! you can't do so and so," is very often made to me, by referring to the possibility and probability of a National Association. I am in most cases able to satisfy dealers that final success is possible.

The many State Associations now in existence have, I believe, all expressed themselves as in favor of this greater association, to which they are but stepping stones.

The organization and the success of the Northwestern Retail Hardware Association is a fitting reply to the proposition: Is it possible to organize a National Association?

The benefits to accrue from such organization are too numerous to mention here. But when we consider the problems now before us, and the greater ones yet to be presented, well may we look forward to a National Association for a solution of them, only through which we can expect to pass proper legislation, which shall be broad and far-reaching in effect, preventing fraud and misrepresentation, and demand the protection of the Interstate Commerce Laws now being violated by mercantile companies through combination with railroads and express companies.

Is the time opportune?

The proper time to organize a National Association of Retail Hardware Merchants is an open question, and one I believe worthy of careful consideration.

The State Associations now organized are working under widely varying by-laws and resolutions. Local conditions and customs of trade, so different in many States, make this seem necessary. The experience of these organizations has been of great benefit to them and to the greater movement yet to come; it will be very valuable in simplifying and harmonizing the conflicting interests in different States.

As a majority of the States are still without organization, it has occurred to me, that to lay the foundation of a National Association broad and deep, we should have the experience of a larger number of States; much that appears correct in theory, will be found wanting when put to a practical test.

The expediency of the matter will no doubt be considered by those fully competent to judge. With the National Association once formed on correct principles, with the majority of the States as members, every free jobber and manufacturer will rally to its support.

Representation: As to representation in forming this association, I believe every State association should appoint delegates from among its members, and in every State in the Union where there was no association a call for a meeting should be issued to the retail Hardware dealers, and at said meeting this question should be discussed and special attention given to trade conditions and customs where they differed from those of other States.

Delegates could then be appointed who were informed and qualified to assist in moulding by-laws and resolutions to cover satisfactory all sections of the Union.

Yours respectfully,

J. W. CLARK,

Secretary Northwestern Retail Hardware Association.

Minneapolis, Minn., August 16, 1898.

PRESIDENT HARTFORD ASSOCIATION.

Editor Hardware: With regard to the formation of a National Retail Hardware Association—undoubtedly such an organization would be useful in many ways. Representatives chosen from the retail associations of the various

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States would be most likely to accomplish any business in view; at the same time, it would seem wise to welcome to the meetings every individual dealer interested in the work of the association. I will submit the matter at the next meeting of our association. WM. FRANCIS,

President of the Hartford Hardware Association.

Hartford, Conn., August 13, 1898.

A VERY GOOD IDEA.

Editor Hardware: Regarding the formation of a National Retail Hardware Association we should think it would be a very good idea if composed and officered by the leading retail Hardware dealers of the country.

We assisted in organizing such an association at Chicago during the World's Fair in 1893, but for some reason it did not seem to accomplish much, and in a short time it died a natural death. We would give a proposition of this kind favorable consideration. Yours truly,

Minneapolis, Minn., Aug. 19, 1898. W. K. MORRISON.

SOME GOOD TO BE ACCOMPLISHED.

Editor Hardware: Many men of many minds can get together, and with an exchange of plans and ideas, make a composite plan of action, which will do each one of its members some good, in one way or another.

A National Retail Association would be too big if composed of individual members, and more good could be accomplished by having a few delegates from each Retail Association now established.

While the New England Association has or did not do some of the things which some of the original members expected, yet it has planned and carried forward some ideas which we had not expected.

Now if a small number of business men can, and they do, have a satisfactory return for their money, one or more delegates to a larger society, would put them in touch with a greater number of people and ideas.

Yours truly,

Woburn, Mass., Aug 20, 1898. L. W. THOMPSON.

Failure of the Tinware Trust.

The Central Stamping Co., manufacturers of tinware and sheet metal articles, No. 25 Cliff Street, New York, and factories at Hewes and South Second Streets, Brooklyn, and No. 573 Ferry Street, Newark, N. J., made an assignment August 18th to Alfred R. Turner, Jr., of Paterson, N. J. The deed was signed by John H. Sprague, president, and George W. Ketcham, secretary. Enoch W. Ketcham was treasurer and Walter M. Aikman, vice-president. The company was originally organized in December, 1884, with a capital stock of $500,000, absorbed five of the largest concerns in the tinware trade in the country, and was known as the "Tinware Trust." The concerns absorbed were Lalance & Grosjean and Frederick Haberman & Co., of this city; E. Ketcham & Co., of Brooklyn; James Aikman & Co, of Newark, N. J., and the St. Louis Stamping Co., of St. Louis, Mo. Bradstreet's reports state that when the consolidation took place the factories and equipment of the five firms were leased to the company for ten years at a rental of $15,000 a year each. During the ten years the company did a very large and prosperous business and claimed to have made a large surplus. At the expiration of the ten years there was a disruption of the relations between those in the company and Lalance & Grosjean; the St. Louis Stamping Co. withdrew and were followed by Frederick Haberman & Co. The stock of the retiring members was purchased by the other stockholders. The old company was involved in considerable litigation; its charter was attacked by some of the dissatisfied stockholders, and the company was finally reorganized, and reincorporated on June 1, 1896, with a capital stock of $400,000. In August, 1895, the company met with a serious setback by the destruction by fire of the Newark factory, as the company was obliged to have part of its goods manufactured by outside parties. The factory was rebuilt and made one of the best of its kind in the country. This required the outlay of a large amount of money, and the company took advantage of the good nature of a few creditors. By the withdrawal of three of the concerns the company no longer had a monopoly of the business. It had to meet the strongest kind of competition, and to lower prices and could not dictate prices.

Albert H. Gleason, of Hastings & Gleason, attorneys for the assignee, is reported to have said that the assignment was very unexpected and had been decided upon very suddenly. The large investment in the business and plants of the company had deprived the company of ready money, and it could not meet obligatious which were about maturing. Compeitition had been very sharp in the past few years. There were also interests of different estates in the company, and after careful consideration the directors had concluded that it was for the best interests of the stockholders and creditors that the company should go into liquidation. Mr. Gleason said that it is practically a liquidation, although it takes the form of an assignment to prevent any one creditor getting advantage over another. The company's paper is maturing all the time; some notes are coming due now. The liabilities are between $270,000 and $300,000, one-third for merchandise, one-third for bank discounts and one-third for loans to the compauy. The nominal assets are over $500,000 in machinery, plants, materials, merchandise and accounts. The company owns no real estate.

Organizing in Iowa.

A movement was recently inaugurated in Iowa for the formation of a Retail Hardware Association, similar to that which at present exists in several of the States. Active measures have been taken by H. A. Cole, Cole & Cole, Council Bluffs, Iowa, and a meeting of the retailers of the State has been called at Council Bluffs on Wednesday of the coming week, August 31st. In a call to the trade, published under his own name, Mr. Cole says:

"I take the liberty of issuing this call for a meeting of the Hardware dealers of the State of Iowa, for the purpose of organizing a State association similar to the Hardware Dealers' Association organized in many of the States. The importance and value of such organizations are becoming appreciated by the trade at large, and many reforms have been effected through their influence. Besides this, the interchange of wide-awake and up-to-date ideas is of great value to the dealers who participate in the convention.

"I have personally had the pleasure of attending a meeting of the Ohio Hardware Association, and have witnessed some of the benefits to be derived from associating ourselves together, and I urge you to try to be here personally or send a representative to join this organization for our State.

"The meeting will be called to order Wednesday afternoon, August 31st, at 2 o'clock, at which meeting the organization will be effected and officers elected. Thursday will be devoted to the question box and the discussion of practical trade topics which will be open to the meeting, and we hope many bright and valuable ideas will be developed. Some of the questions discussed here will be of great value to every dealer attending, with reference to the coming stove trade.

"The expense of maintaining an association is very small, and the details of similar organizations which have been effected in the past will be on hand for your enlightenment."

There is a new field opening for the Hardware dealer. We notice that the Pierce Hardware Co., Taunton, Mass., has taken the agency for a graphiphone, and will carry the machines in stock.

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The Early Manufacture of Matches.

The first light-bearing matches, as sold in England in 1826, were made of strips of cardboard paper or of flat splints of wood, tipped first with sulphur, and next with a mixture of chlorate of potash and antimony. They were lighted by being drawn smartly through a piece of folded glass-paper. Needless to say, they were expensive, wasteful, offensive to the smell, and unsafe. A more effective form of match was introduced soon after by the name of "Congreve light," or "lucifer." It was in England also that machines for cutting the splints forming the body of the match were first brought out, though quite thirty years seem to have elapsed between the invention of matches and the advance of the industry to this stage of machine use. Naturally the retail sale of matches was at first mainly in the hands of pharmacists, who probably were manufacturers themselves in most instances. One of the day-books of the late John Walker, who was in business as a chemist and druggist, at Stockton-on-Tees, as early as the first quarter of a century, for instance, bears numerous entries relating to the sale of "friction lights." Another claimant for the honor of having invented the friction match is Sir Isaac Holden. Sir Isaac, in evidence he gave some years ago before a Parliamentary Committee on the Patent Act, stated that in October, 1829, when engaged as a teacher of chemistry, at Reading, he was in the habit of rising at 4 A. M., and of lighting up, as everyone then did, by means of a flint and steel. He often thought of the desirability of improving this cumbersome process, and the idea occurred to him to place sulphur between a piece of wood and some chlorate of potash, the explosive nature of which was well known at the time. He tried this plan in the classroom, and one of his pupils, the son of a London chemist, immediately wrote to his father about the experiment. Shortly afterwards, Sir Isaac had the satisfaction of hearing that lucifer matches prepared upon his system were being offered for sale in London. He was then urged to apply for a patent, but he thought that the matter was too small to trouble about.—*Exchange.*

Inventor of Lead Pipe.

There was born in Milton, Pa., in 1800, a man of genius. His name was Robert Seydell, and he died in 1847. He was a coppersmith, and was almost continuously working out some device connected with the machinery in his factory. To him, it is related by some of the oldest citizens of this place, belongs the discovery of the process of making lead pipe, and, like many other inventors, the idea of making the same was stolen from him and further developed to its present form of manufacture.

It was in the latter part of the thirties that the idea suggested itself to him, and the following is the way he wrought it out: He first took a slug, or casting of lead, placing it on a mandrel, or rod of steel, about sixteen feet long and one inch in diameter; the mandrel was highly polished, and upon this he drew, or rolled out, the lead to the full length of the rod, thus giving him an inch bore, and the material was rolled, it is said, to a one-fourth inch, making a total diameter, one and one-half inches for the pipe. After completing several sections of the length of the mandrel, he soldered them together, making the pipe of whatever length he desired. He put it to practical use by fastening it to pump heads, and also running it from springs to contiguous watering troughs and spring houses in the country round about here. Being greatly pleased with his discovery, and receiving the most flattering of comments from his friends and neighbors in this section, he concluded to make his invention more widely known, and hence made a visit to Philadelphia, taking his device with him. At the Franklin Institute in that city he gave his first exhibition to quite a number of inventors, artisans and mechanics. As it is now related, every one who witnessed it was more than delighted, and so expressed themselves in his immediate presence. It was not long that he was allowed to remain in a condition of supreme happiness over his invention, for a short time after he made a disclosure of his discovery, and while yet in Philadelphia, he found out that by the persons to whom he had given an exhibition of the process of making lead pipe his idea had been used and improved upon.—*Philadelphia Press.*

A Yankee Trick in Belgium.

It is so difficult to earn an honest living. A Belgian knight of industry has been trying to raise the standard of public honesty, and fill his own pockets at the same time. M. Vriendt's specialty was hand baggage stowed away in the netting of the railway carriage. He had observed that the public conscience is very lax in the matter of size and weight, while the Belgian law is correspondingly punctilious and severe. Therefore M. Vriendt armed himself with a pocket measure, took a cheap season ticket and opened his campaign. His plan was to get into conversation with the owner of some portly valise and, turning the subject to the question of proportion, to ask, as a matter of curiosity, to be allowed to measure the valise in the netting. This done he put off the amateur's bland curiosity and assumed the stern official. "Sir, do you know your portmanteau is seven and one half centimetres too long? I am one of the company's inspectors, and charge you at once five francs as a tax on unauthorized baggage." The money was generally paid, but one day he caught a Tartar.

A quiet Belgian, after paying the tax, requested to see the measure. He examined it carelessly and then lightly remarked: "And I, sir, happen to be an inspector of the government of weights and measures, and notice that there is no official stamp on the instrument you employ. The fine for this offense is fifty francs. Kindly hand it over." That money was also paid —*China, Glass and Lamps.*

Credit Described.

Credit is the most precious possession a business man can have. It is priceless. It cannot be bought. It is acquired, maintained and preserved by certain qualities that I believe are inherent in the man. Credit is like a delicate piece of porcelain. You may break it and put it together again, and for purpose of utility it may possibly be just as good as it ever was, but the cracks are there, and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantile houses may be very fair, but it never can be restored to the superb condition in which it once was. And so I would warn all merchants, young and old, to regard credit as a priceless possession. Do not let it be trifled with, and allow nothing to impair it or injure it.—From an address by Wm. B. Dean, of St. Paul, Minn.

Jack and His Uncle.

A young Irishman in want of £5 wrote to his uncle as follows:

"Dear Uncle—If you could see how I blush for shame while I am writing, you would pity me. Do you know why? Because I have to ask you for a small loan to help me buy a bicycle, and do not know how to express myself. It is impossible for me to tell you. I prefer to die. I send you this by messenger, who will wait for an answer. Believe me, my dearest uncle, your most obedient and affectionate nephew."

This was the reply:—

"My dear Jack—Console yourself and blush no longer, Providence has heard your prayers. The messenger lost your letter. Your affectionate uncle."—*Exchange.*

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Guarantee of Success.

Editor Hardware: I enclose you a clipping of an address made before a graduating class by Josiah T. Marean and published in the *Brooklyn Eagle*. It would appear to me that this address is not only adapted to a graduating class, but can also be read, and carefully thought over, by every employee and employer in our mercantile community, and if followed out would result in much more individual rational enjoyment of life and a much more wholesome community for us all to live in.

Yours respectfully,

Kearney & Foot Co., New York. JAMES D. FOOT.

The address referred to is published below; Mr. Foot's opinion will be warmly endorsed by any thoughtful business man by whom the speech is perused:

The first condition of success is health. If you squander that, then get away into a corner somewhere and die. Life has nothing for you. Of course, you will not waste health in the excesses of vice; only idiots and lunatics do that. But do not exhaust your energies in any pursuit in the belief that what is to be done must all be done before you are fifty years old. With health, life is still sweet at fifty. While it lacks vista and that subtle charm with which at twenty the imagination invests the unknown and untried, it yet has a calm and satisfying fulness, which gives it value far above that of the feverish period of youth. If you have preserved your health, you should be ready at fifty to enjoy the rewards of life, and the long yellow autumn should be full of peace. It goes without saying that you will practice industry in whatever calling you may select. But do not forget to practice side by side with it the art of rational enjoyment. I know of nothing more pitiful than an old man whose years of labor are past who has forgotten the art of enjoyment; to whom travel is only discomfort, natural scenery only a bore, and art and music a jumble of unmeaning sound and color.

What part does money play in a successful life? Money is the principal source of power in modern times. But neither money nor any other form of power, for its own sake, is worth the devotion of a life. It is perectly consistent with the steady pursuit of some high purpose to accumulate by the slow and sure processes of saving and sound investment a reasonable competence. More than that is a burden which cannot be carried except at the sacrifice of better things. But so much it is almost the first duty of every man to find and keep. A consciousness of its sure possession is the steadying ballast of a career. It fosters self-respect; it removes temptation; it dissipates anxieties, and it is the condition which alone makes possible the enjoyments of old age.

But do not be tempted into any of the short cuts to wealth. If you ever get back to the beaten road again, it will only be with empty hands and heavy heart.

The desire for happiness which quivers in every fibre of man's being was planted in him not to be satisfied, but only to give direction to his energies, and through them to work out the inscrutable purposes which underlie the universe. The nearest approach to happiness as a permanent condition is the sense of strong and untrammeled activity, with an absence of actual pain. So much, but not much more, may you demand of life for yourself.

Above all, cultivate a philosophy which lifts life above the level of its own vicissitudes; not the philosophy of contentment. Heaven save you from that; the contented man has ceased to be a force in the world; but a philosophy sustained by which the fortified soul rises superior to fate. Nowhere has it found more noble expression than in these lines, written by one over whose head had gone all the billows of misfortune:

Out of the night that covers me,
Black as the pit, from pole to pole,
I thank whatever gods there be
For my unconquerable soul.

In the fell clutch of circumstance
I have not winced, not cried aloud.
Under the bludgeonings of chance
My head is bloody, but unbowed.

Beyond this place of wrath and tears
Looms but the horror of the shade,
And yet, the menace of the years
Finds and shall find me unafraid.

It matters not how strait the gate,
How charged with punishment the scroll,
I am the master of my fate;
I am the captain of my soul.

A New Record.

Chas. G. Kilpatrick, the one-legged trick cyclist, has lately added a novel and sensational shooting act to his already interesting exhibition, and it is proving a big attraction. It is none other than a "shooting act" *a la* Buffalo Bill, except that he rides a bicycle instead of a horse, which of course, renders the feat all the more difficult, as it is much harder to keep a firm seat.

"Kil," however, has managed this so that he can ride about in a circle with hands off, guiding the machine with his one leg. The act consists in breaking glass balls thrown into the air at about 30 foot rise; the rider, loading, aiming and firing at every revolution about the circle. He also removes the empty shells so that he is kept busy between caring for the wheel and gun and taking aim at the glass balls which he so successfully shatters. This is a comparitively new feat with Kilpatrick, but by hard practice he has become very proficient, as the following will show.

At Elmwood Driving Park, Danville Ill., on August 11th, he broke ninety-five out of one hundred glass balls while pedalling his wheel in a 20 foot circle, loading and firing at each turn, and never stopping until the last shot had been taken. After he had finished, the gun barrel was so hot that it was almost impossible to touch it with the bare hand. The time taken for this performance was thirty two minutes and part of this time the rider had to face a strong wind.

He broke thirty-eight balls without a miss, and his best run was fifty-two out of a possible fifty-three. He missed the 3rd, 10th, 25th, 64th and 74th balls.

This record would be very creditable for a person shooting from the ground and the difficulties encountered by the one-legged cyclist can be imagined as he was compelled to work constantly in order to keep his wheel in motion, and care for his gun, and the strain on the nerves must be killing.

"Kil," at one time during the performance was wellnigh exhausted and wanted to stop, but was urged to continue by his friends, who were greatly pleased at the fine record made.

The gun used was an Iver Johnson self-ejector, a new single gun just being placed on the market by the Iver Johnson's Arms & Cycle Works of Fitchburg, Mass.

New York Credit Men's Association.

The nominating committee appointed by the president, according to the constitution of the Association, report the following nominations to be acted on the third Thursday of September:

President: O. G. Fessenden, Hayden W. Wheeler & Co.

Vice-President: T. H. Bartindale, Morse & Rogers.

Treasurer: William Naumburg, Naumburg, Kraus & Co.

Executive Committee for two years: R. P. Messiter, Minot, Hooper & Co.; M. E. Bannin, Converse, Stanton & Co.; F. E. Lally, Crane Co.; Thomas J. Lewis, Merchants National Bank.; G. Waldo Smith, Smith & Sills.

Executive Committee for one year: Samuel Ullman, of Joseph Ullman.

Burning kisses always go with sparks.—*Exchange.*

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Hardware Matters En Passant.

Editor Hardware: The peace talk has had a healthy influence on the trade. With hostilities ceased, we shall have the biggest fall trade on record. That's the general verdict. But even "at the war rate," movements in the iron and Hardware industries were seldom healthier. In many establishments night and day shifts are still the rule. Fortunately, there have been no serious labor troubles until the strike at the Cleveland branches of the wire and nail trust was declared. How long the trouble will last is as yet problematical. The supply will be adequate for some time to come at present quotations, but a prolongation beyond sixty days, a slim contingency, might create a decided price enhancement on nail and wire goods though stocks would cover visible wants. There is a strong probability that our manufacturers will not be hampered by a coal strike this fall.

A clever advertising trick was perpetrated by a Louisville wholesaler. There appeared in the newspapers an announcement to the effect that the firm had imported two big strapping Porto Ricans who are now on exhibition in their window. They really were strapping fellows and from all appearances might have been natives of our future possession. But strapping was the word, and they did it justice. They were strapping boxes with box straps.

An interesting window exhibit can be made of the specialties of the Enterprise Mfg. Co. and the cognate things you carry in stock. Meat and food choppers are a household necessity, and it pays to advertise them as such. So are fruit stoners, meat juice extractors, bone, shell and corn mills and like devices. To save time is a requirement of every up-to-date household, and everybody loves to be surrounded with every convenience possible. During the heated term conveniences are doubly desirable, and special sales of such goods would therefore be in order.

Crops will be good in all sections of the country, and prices rule higher than for years. This means a good fall trade. But there may be delay, for there is a tendency among farmers to hold for still higher prices, thus compelling or inducing country merchants to go slow in their purchases. There seems to be a disposition among country distributors to lay in large supplies of field fences and barb wire. The farmers seem to be modernizing everywhere along this line.

"Bicycles free to our customers," was the enticing card hung in a dealer's window. Upon inquiry I learned that the merchant had set apart a score of wheels, unmerchantable for some fault, which were let out to regular customers according to cycle livery methods, less charge. The scheme is said to have many advantages in the way of holding old and obtaining new trade.

Rubber tires for all sorts of vehicles are becoming an important feature and will soon develop into a regular line with many dealers. In another twelve-months this line will have entered into representative distribution through Hardware channels, manufacturers of such tires now seeking this outlet assiduously.

Vacations are coming to an end, and the wily traveler will soon be "on his metal" again.

No need to rush the season but better look over your stock of stoves and ranges. Sort out the antiquated styles and close them out at rush season bargains. Dealers in this line, the successful ones, have long since come to the conclusion that only makes of the best construction, handsome and artistic in design, perfect in operation and easy to regulate can be handled with profit. A cheap stove in itself is saleable; but an ugly cheap stove, or one that's built cheap to sell cheap to cheap people, is something the Hardwareman should fight shy of. Let the department stores or installment houses sell these. They are in the business to supply the cheap trade. The Hardware dealer has a reputation at stake. His relations to the public are closer than those of the bargain stores, and upon these relations depends the success or perpetuation of his business in a large measure.

Advertises a Texan dealer: "The Cuban woods are full of bushwackers. But they are no good. Reason: They can't hit and cut down. You ought to see our bushwackers. They clean out anything, from hedges to bushes. When in town, drop over, see them do it. We refer to the bush cutters of the Bemont Mfg. Co., for which we are sole agents." J. B. Rindfleisch.

Cleveland, August, 1898.

First Discovery of Tin.

It is believed by many, says an exchange, that tin was first discovered in the British Isles. From these countries tin was taken to Italy, where for a long period it was thought to be and was called lead by eminent historians and scientists. This occurred before the Christian Era when Great Britain was conquered by the Romans. It was some time before tin was given a specific name which distinguished it from lead. These are the main facts generally known about its discovery and origin.

In its native state tin is not found in very large quantities; but is usually found as the dioxide, known as tin stone. This oxide which is crystallized is often obtained from the beds of streams and is spoken of as stream tin. Another form is secured from crystalline rocks and is the vein or mine tin.

It is interesting to observe the methods by which tin is prepared from its crude state into the finished product ready for use. The crushed ore is roasted to remove sulphur and arsenic, washed and mixed with charcoal or anthracite and heated in a reverberatory furnace. The carbon at high temperature having greater affinity for oxygen than for the metal, combines with it and passes off as carbon dioxide, leaving the metal behind. The tin produced in this way still contains a quantity of other metals which makes it impure. By a process of liquation these can be partially removed. This is done by heating slowly the mass to the fusing point of the tin, which is then drawn off from its less fusible alloys with iron and arsenic.

Tin possesses a hardness between lead and gold. As is well known, this metal is very malleable and can be rolled or hammered as thin as fine paper. At 100 degrees C, it can be drawn into small wires. At 200 degrees C, it becomes brittle and can be powdered in a mortar. At a white heat it is subject to evaporation.

The most important use of tin in the metallic state is in the formation of its alloys and as a covering which protects more readily oxidizable metal, such as copper and irons. The coating is applied by dipping the clean article to be tinned into a bath of the molten metal one or more times. Tin which is not combined with other tins is known as block tin, as is used extensively for pipes and linings in soda fountains for condensers, etc., where ordinary metals would be subject to corrosion.

With other metals tin forms several valuable alloys which have been in use for hundreds of years. Pewter is an alloy of four parts of tin to one part of lead. Bronze is an alloy of copper and tin and usually some zinc. Tin unites readily with mercury, forming an alloy which is liquid or solid, according to the proportions used. By increasing amount of lead with tin solder is made.—*Exchange.*

The volante, the only carriage used in Cuba, is two-seated, slung low down by leather straps from the axle of two large wheels, and has shafts fifteen feet long. The horse in the shaft is led by a postilion, whose horse is also harnessed to the carriage with traces.—*Exchange.*

Most people are as bad as they look, and the rest a great deal worse.—*Exchange.*

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A VIEW FROM THE OUTSIDE.

Among the recent visitors at the Hardware Club of New York, was S. G. Hobson, a representative of the *Hardwareman*, of Birmingham and London. This gentleman was enthusiastic in his comments concerning the club and the good results which have followed its creation. He has given his views permanent shape in a letter to the *Hardwareman*, an advanced copy of which we are permitted to herewith reproduce:

I would not care to compute the number of times the Editor of *The Hardwareman* has sighed for a Hardware club. When visitors have called upon us there has been no place wherein to entertain them. Nothing, save the cheerless hospitality of a mercenary hotel, deafened with the buzzing of voices, with the tramp of feet, with irrelevant conversation, and generally disconcerted by the goings to and fro of other folks, "alien of end and of aim." The Editor of such a journal as *The Hardwareman* entertains many visitors in the course of a year, but in the nature of things the merchants and manufacturers of the great Hardware centres must receive ten times as many guests. And yet in London, Birmingham and Sheffield we have no Hardware club, no home to offer our troops of friends that hospitality which sweetens business life. And times innumerable has the Editor of *The Hardwareman* lifted up his voice and cried aloud for redress.

SEEING IS BELIEVING.

The Hardware Club of New York is a splendid testimony to the wisdom of social association amongst business competitors. I have read so much of the club that I was naturally anxious to see it. I had sometimes vaguely wondered if all the good things written about it were really true; whether our Trans-Atlantic journalistic *confreres* were not genially exaggerating the virtues, comforts and general architectural beauty of the club. We all know how apt one is to over-praise something of which he is passing fond. Well, I have now seen the Hardware Club of New York and can testify that it surpasses everything our Trans-Atlantic friends have told us concerning it. It is a most happy combination of palace and home. It is palatial; it is the genuine home of the Hardware trade of New York. No praise need be higher; none can be truer. Situated at the top of that stupendous pile of buildings, the Postal Telegraph Building, on the celebrated Broadway, where it is joined by Murray Street, the club is now the recognised *rendezvous* of the manufacturers, merchants ("jobbers" as they are termed out here) and retailers of the New York Hardware trade.

I was fortunate in being the guest, on the occasion of my visit to the club, of Mr. R. R. Williams, the esteemed Hardware editor of the *Iron Age*, and one of the original promoters. I am indebted to him for his genial kindness and hospitality. A busy editor, immersed in many affairs, he gave his time freely to a British colleague and put at my disposal all the information concerning the club and the various Hardware associations which lies docketed in the ample archives of that great metal, machinery and Hardware journal. I was additionally fortunate in meeting at the club another Hardware editor in the person of Mr. James H. Kennedy, editor and manager of *Hardware* and secretary of the club, who promptly called upon me to demand anything of him, even to the half of his kingdom, and it should be granted. The influence which these two gentlemen exert upon the life of the club is at once high testimony to their personal worth and the position which trade journalism occupies on the American side of the Atlantic.

Arrived at the foot of the building, we found ourselves surrounded by lifts—elevators as they are called out here. We had the choice of five or six of them, but in reality only two adequately meet the purpose of the visitor. One is marked "Exclusive for the use of the Hardware Club," and the other "Express to No. 17." This means that the lift does not stop until the 17th floor is reached. Up, up, up we went until about twenty floors had been scaled when we stepped out into the domain of the Hardware Club. The first thing to do was to deposit hats and umbrellas with the cloak-room steward, who gave us brass checks (everything is done by checks in America). The next important function was lunch. I cannot do sufficient justice to that lunch. The "Carte du Jour, Wednesday, July 27, 1898," lies before me, and I forward it to the Editor just to tickle his appetite. Over 130 dishes are waiting our commands. My head swirls as I try to choose. I ask Mr. Williams to set me going on exclusively American dishes, and soon I am victim to the wiles of clams, gumbo of soft crabs, curry of veal a l'indienne, stuffed Philadelphian chicken, kohlrabi in cream, and watermelon, which comes on the table about the size of a water boiler. A cup of coffee, of the real American brew, sets me at peace with all men and renders me conscious for the first time of what an Anglo-American alliance really means!

AROUND THE PREMISES.

This is the main dining room. It is sumptuously, yet not extravagantly, furnished, in bright mahogany. It is a large hall, high ceiling and admirably suited not only for ordinary dining purposes but for a banquet hall and lecture room. At one end is the ladies' dining room, also a goodly-sized chamber, where we see several ladies entertained by gallant hardwaremen. Across the passage is an adequately furnished conference room, a reading room, a smoking room, where the cigar is joyously puffed, and lower down a lunch room, where the busy man enjoys a hurried snap with newspaper in hand and cigarette ready by his side. Mr. Williams conducts me upstairs to the kitchen, where I am initiated into the solemn mysteries of King Chef's wonderful kingdom. It is a busy place from 10 to 4. I ask the courteous steward how many are on his wages roll, and he takes my breath away with the information that he pays wages to no less than 85 employees. American ingenuity is everywhere manifested; the washing of the dishes is done by machinery, whilst every contrivance to lighten labor or facilitate work is in full operation. I go down to the club-rooms with some added inklings as to why our American cousins are capturing the export trade. There is a dash of thoroughness about it all, which secures my undivided admiration. Here is a trade club, run on such thorough lines that it has become a big social factor in the life of New York.

THE INFLUENCE OF THE CLUB.

So much, then, for the mechanical and domestic arrangements of the Hardware Club. But what does it do? First, it is undoubtedly an educational influence. I have been meeting various members, and cannot fail to be impressed with the remarkable unanimity prevailing in regard to trade policy. It requires but little observation to see that trade topics are as thoroughly discussed as the club *menu*. The result is that New York hardwaremen are keenly alive to everything which may favorably or adversely affect

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their business interests. Take, for example, the European —and particularly the British—trade. These hardware gentlemen know the strength and weakness of the British industrial position as well as I do myself. Practically, I can tell them nothing they didn't know before. The subject has naturally been discussed a good deal in my presence, in divers places and manners; but I can see where so many of them find their inspiration. It is from the dining table and the lounge of the Hardware Club. The merchant or manufacturer who has just returned from Europe is button-holed by his colleagues, and states freely what are his latest impressions—what has been his experience. (Incidentally, I notice what a large proportion of hardwaremen in New York have travelled through Great Britain and Europe.) The result of all this social "colloguing" is that a policy in regard to American export trade has sprung up, a policy to which the New York hardwaremen respond with vigor and unanimity. Is it any wonder, I ask myself, that the American hardware exporter is becoming a power in England, Australia, South Africa, Japan, and other parts of the globe? Wonder were, were it not so.

We have heard a great deal about the American Hardware associations. There is the National Association, the State Associations, Jobbers' Associations, Retailers' Associations—in short—the *mot d'ordre* of American business life is association. And yet these associations are outside New York. Why? I asked the question of Mr. Kennedy. His reply was short: "The Hardware Club suffices." Everybody meets there—disputes are settled; terms arranged; business policy discussed. There the manufacturer, the merchant and the retailer settle their differences, always coming to an amicable understanding. It would surely be almost impossible to quarrel in the ambient shades of the Hardware Club of New York.

MAN A SOCIABLE ANIMAL.

Man is of gregarious habit—he likes to fraternize; and it is a poor business which makes its members antagonize each other. Co-operation and not competition is the keynote of the future. This is the rock-bottom principle of the Hardware Club, and it has prospered exceedingly in consequence. It is pleasant to hear the hardware merchants of New York speak of each other. Kindliness of thought and disposition pervades all that is said. I have been talking with many who are business competitors, but I have heard no unkind word, no suggestinn, no innuendo of any description. I know, of course, that British manufacturers and merchants are not niggardly in recognizing the good qualities of their business opponents; but candour compels me to admit that New York possesses a spirit of *bon camaraderie* not observable, as so general a rule, in England. A hardware club in Birmingham, Sheffield, or London would very soon put us on a level in this respect with our American friends.

LIONS IN THE PATH.

Let me at once admit that there are difficulties in Great Britain which do not obtain here. For example, the retailer is as often as not the wholesaler in America, whilst the distinction is much more clearly defined in the Old Country. This puts the hardwaremen of New York upon a more level footing than is perhaps possible in England. Then, again, the hardware trade of New York is localized. Nearly everybody in the trade can be found in the vicinity of Chambers Street, Murray Street, Leonard Street, and Reade Street, all of these being bisected by the busy Broadway. But this consideration would only operate in degree; it might—and I think would—mean a club on less ambitious lines. The Hardware Club since June, 1894, has actually paid off all the bonds which were issued to procure its equipment. This was done by running the club upon thoroughly broad lines: the spirit throughout has been one of genial inclusion, not suspicious exclusion. Although the vast majority of the members are *bona-fide* hardwaremen, there are some bankers and other capatalists who were only too glad to join. They were cordially welcomed. The result has been this—the first limit of membership has had to be extended, and now stands at 600 resident and 200 non-resident members; whilst towards that limit the membership on the day I was a visitor on the premises stood at 570 resident members and 137 non-residents.

So much, then, for the Hardware Club of New York. A visitor to this city, I am promptly elected an honorary member of the club for one week. How long will it be before a British Hardware Club can reciprocate the compliment to the American hardwareman who visits our shores?

Something unique in the way of catalogue making has come to us in the shape of a handsome book issued from No. 20 Warren Street, New York. The feature that is out of the ordinary is the fact that four distinct companies have united in the preparation of this publication. These are the Smith, Hemenway Co., manufacturers and importers of cutlery and Hardware specialties; the Utica Drop Forge & Tool Co., manufacturers of nippers and plyers; the Swedish Razor Co., manufacturers of razors; and the Ericsson Telephone Co., manufacturers and importers of telephones. The cover is handsomely printed in green, with the names of these four concerns on the first page, followed by an introduction which calls attention to the character and quality of the goods represented in the publication. The catalogue is printed on heavy paper in black and red, and contains full illustration, prices, etc.

Fred. I. Johnson, manager of the Iver Johnson's Arms & Cycle Works, Fitchburg, Mass., returned Saturday on the *Campania*, after a month's absence in Europe, and reports the outlook for export business in 1899 as very good. Iver Johnson and Fitchburg cycles are well-known; both in Great Britain and on the Continent, where they have been well-advertised, and Mr. Johnson was successful in placing considerable new business. He states that great interest is manifested in the war, and the idea of an Anglo-American alliance seems to meet with considerable favor in England. Mr. Johnson combined business with pleasure in this trip, and was accompanied by Mrs. Johnson, he having lately joined the benedicts.

The Bissell Carpet Sweeper Co., Grand Rapids, Mich., with New York office at No. 103 Chambers Street, have again given evidence of their wonderful vigor, by the formulation of a special proposition made for the benefit of such dealers as will exhibit at the county fairs throughout the country during the coming fall. They have prepared a blank which sets forth their proposition in full, and the same will be furnished to any dealers who are interested; and we cannot conceive of a Hardware dealer who would not be interested in carpet sweepers.

There are four cable lines to Cuba: The International Ocean Telegraph Co.'s cable from Habana to Florida; the West India & Panama Co.'s line connecting Habana with Santiago de Cuba, Jamaca, Puerto Rico, the Lesser Antilles, and the Isthmus of Panama; the Compagnie Francaise de Cable Sous-Marine, connecting Habana with Santiago de Cuba, Hayti, Santo Domingo, Venezuela and Brazil, and the Cuban Submarine Co., connecting Habana with Cienfuegos and Santiago de Cuba.—*Chattanooga Tradesman.*

James L. Perkins, Beloit, Wis., who has been in the Hardware business for twenty-five years, passed away from this life on July 30th.

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EXPORTS OF IRON AND STEEL.

The phenomenal growth of our manufacturing industries, both in supplying our own markets and those of other parts of the world, is illustrated by some figures just compiled by the Treasury Bureau of Statistics regarding the imports and exports of manufactures of iron and steel. These tables show that the exports of manufactures of iron and steel in the fiscal year 1898 were five times as great as in 1880, more than double those in any year prior to 1896, and 23 per cent. greater than in 1897. On the other hand the imports of the manufactured iron and steel in 1898 were in value but one-sixth those of 1880, one-fourth those of 1888 and one-half those of 1896. To quote the official figures the exports from the United States of all articles classified as "Manufactures of Iron and Steel" amounted in 1880 to $14,716,524, in 1890 to $25,542,208, in 1896 to $41,160,877, in 1897 to $57,494,872 and in 1898 to $70,367,527. Meantime the imports of manufactures of iron and steel which in 1880 were $71,266,699 fell by 1890 to $41,679,501, by 1896 to $25,338,103 and in 1898 to $12,615,913. Thus, while the exports of manufactures of iron and steel are in 1898 five times those of 1880, the imports of the same class of articles were in 1898 less than one-fifth those of 1880. In 1880 our imports of manufactures of iron and steel were five times as much as our exports, while in 1898 our exports of iron and steel were more than five times as much as our imports. American manufacturers have, since 1880, taken possession of five-sixths of that portion of the home market which was held by foreign manufacturers of iron and steel and have at the same time increased their sales in foreign markets 400 per cent. While the imports of iron and steel were falling from 71,000,000 to 12,000,000 the exports of the same class of articles increased from 14,000,000 to 70,000,000.

While the list of articles of iron and steel is an elaborate one and a decrease in imports has occurred in nearly all articles, it is practicable to point out a few of the more important. Under the classification of "Ingots, Blooms, Slabs, Billets and Bars of Steel" the importations of 1888 were 414,489,698 pounds and in 1898 only 30,821,157 pounds. Wire rods, which in 1888 were 270,939,550 pounds were in 1898 39,601,639 pounds. Chains, which in 1888 were 2,065,787 pounds were in 1898 176,346 pounds. Imports of tin plate, terne plates and taggers tin which in 1880 amounted to 634,614,945 pounds were in 1898 171,662,345 pounds. On the other hand the increase in exports of the leading articles of this character has been equally striking. The exports of bar iron in 1888 were but 1,508,426 pounds and in 1898 were 12,308,615 pounds, an increase of about 700 per cent., of cut nails our exports in 1888 were 11,963,664 pounds and in 1898 were 32,310,393 pounds, while wire nails which in 1888 were 1,547,078 pounds were in 1898 22,894,099 pounds. Of locomotive engines we exported in 1888 $407,014 worth and in 1898 $3,883,719 worth. Of wire our exports in 1888 were 12,734,195 pounds and in 1898 136,951,924 pounds.

The people of all parts of the world seem to have developed a liking for our manufactures of iron and steel; our sewing machines hum in Africa, the East Indies, Colombia, Cuba, Central America and the islands of Oceanica. Our telegraph instruments click in Japan, China, Australia, Russia and in all parts of Europe. Our wire nails go to all European countries, to Canada, British Honduras, all the Central American states. Mexico, British West Indies, Cuba, Puerto Rico, the South American states, China, British East Indies, Hongkong, Japan, French Oceanica, British Australasia, British Africa and Liberia; our steel rails and locomotives go to Australia, China, Japan, Hawaii, Central and South America, Africa and Russia. Our electrical machinery is attracting the attention of the world and during the past year Austria-Hungary, France, Germany, Italy, The United Kingdom, Argentina, Brazil, Mexico, Japan, British Australasia, British Africa and French Africa have been among its purchasers. In every country in the world and in practically every inhabited island where articles of civilized or semi-civilized use are required American manfactures of iron and steel find purchasers and, as shown by the figures that follow, the demand for them is rapidly increasing.

The following table shows the value of imports and exports of manufactures of iron and steel into and from the United States since 1880:

	Imports.	Exports.
1880	$71,266,699	$14,716,524
1881	60,604,477	16,668,767
1882	67,976,807	20,748,206
1883	58,495,246	22,826,528
1884	40,147,053	21,909,881
1885	33,610,093	16,592,155
1886	37,534,078	15,745,569
1887	49,203,164	15,918,502
1888	48,992,757	17,763,034
1889	42,377,793	21,156,077
1890	41,679,501	25,542,208
1891	53,544 372	28,909,614
1892	28,028 103	28,800,930
1893	34,937 974	30,186,482
1894	20,925,769	29,220,264
1895	23,048,515	32 000 080
1896	25,338,103	41,160,877
1897	16,004,557	57.497.872
1898	12,615,913	70,367,527

The good news comes from Elmira, N. Y., that the hanger and plyer works of the Cronk Hanger Co., are again running in first class shape, and that the company can fill orders promptly for all goods in that line. Their factory is a great improvement over the one recently destroyed by fire, being much larger and more convenient because of the new machinery that has been introduced. They have a main building which is 50x130 feet in size; a forging building 30x40 feet; a storehouse for steel and other material 25x80 feet; a shipping room and warehouse for finished goods 30x105 feet, and still another room for general purposes 20x20 feet. They own and operate their own railroad switch.

The death is announced of Henry Hannah, who was for many years known in the Hardware trade in this city. He was born in New York city in February, 1821, and in this city received his education. When a young man he entered the employ of Harmon, Hayes & Co., wholesale Hardware dealers in Warren Street. Mr. Hannah remained with this concern up to three years ago, when he retired, owing to his poor health. He was a member of the Veteran Association of the Seventh Regiment.

Adams Hardware Co., Wilmington, Ohio: Enclosed please find check for $1. Kindly receipt same and mail to us, and enter us for another twelve months subscription, as your market quotations are reliable and generally the correct bottom prices, and the best Hardware material for the retail dealer to tie to.

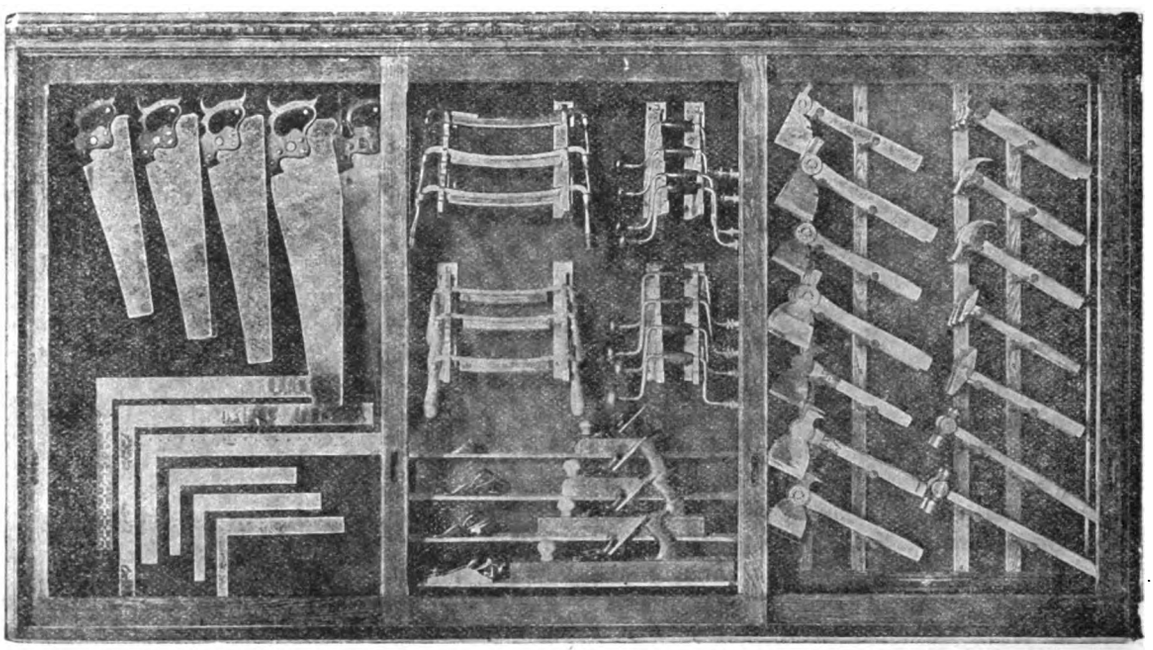
Peter Sensening, president of the Sensening Hardware Co., died on August 7th at his home at Goodville, Pa. He was one of the most prominent men of Lancaster County.

In Cuba about 80,000 people are ordinarily engaged in tobacco-growing.—*Ex.*

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Case for Carpenters' Tools.

Among the new display cases placed on the market by the J. D. Warren Mfg. Co., Nos. 152–158 Lake Street, Chicago, is one specially designed for carpenters tools, as shown herewith. In this case the saws, braces, hammers, hatchets, etc., are conspicuously displayed, each bracket or hook containing one-half dozen or more, so that the customer not only sees the goods but an ample stock in the display case, thus enabling him to make his selection from those shown, as when the sample only is placed before him and the article taken from a package elsewhere, although he may not mention it, he is more or less suspicious that the one given him is not equal to the one displayed. By enabling him to take from the stock he sees before him, he leaves much better satisfied. It is made of thoroughly seasoned, choice antique oak, with paneled or beaded ends, ornamental top cornice, with return mouldings at each end when separate; when matched together the return end moulding is omitted as in cut. Sliding doors with double strength "AA" glass mounted with brass sheaves on metal track. Each bracket holds one-half dozen or more. The cabinets are practical for future use and can



be quickly changed to other lines as the brackets are put on after the cabinets are lined, thus not marring the felt. The felt lining enhances the rich appearance of the goods a large percentage over cabinets that are only painted or stained inside. They are made of such height that all goods can be conveniently reached from the floor.

Making Glass Pipe.

Glass pipe weighs much less than iron pipe of the same size, and the cost, compared with that of iron, is approximately one-half to two-thirds, says the *Philadelphia Telegraph*, while glass pipe is practically indestructible. The process of making glass pipe is interesting. In the Bonta improved process of manufacture the core is one of the important parts of the casting apparatus. It is in the form of a cylinder, of a length slightly greater than that of the pipe to be made, and can be expanded or contracted, thus allowing it to be removed the moment the pipe is cast. Into the mould is poured molten glass from a swinging vessel, filling up the space between the interior of the mold and the exterior of the core, these being made of cast iron. Before molding, the apparatus is heated in order to prevent chilling. After the pouring of the glass a heated metal roller is passed over the open top of the mold to roll down the molten glass and remove any surplus, making the upper surface smooth and compact. Next the core is contracted and withdrawn from the pipe and the latter rolled out on a platform made of tilting or rocking sections, which keep it in motion during the first stage of the hardening operation and prevents sagging, which would occur and spoil the operation if the pipe was allowed to remain in one position at the start. In the course of a few minutes the temperature is reduced sufficiently to permit the storing of the pipe in heated ovens, where the operation is gradually completed prior to shipment.

The ends of each section of pipe are flanged so that each of the joints is made perfectly true. In uniting these sections a cement, the basis of which is ground glass, is used, and after this hardens the strength of the pipe at the joints is practically the same as at any other point in its length. —*Age of Steel.*

Worth More to Stay in One Place.

John Wanamaker, writing in the *True Philadelphia*, declares his opinion that men for the most part get what they are worth.

It is the hardest thing in the world, he says, to find a clean, strong, earnest, upright young man—they're as scarce as hen's teeth. I had a boy working for me at three dollars a week, and one day his father, who was loom boss in a factory, came to see me, and said he guessed he'd take his boy out; he could make more in the factory.

"How much?" I asked.

"Four dollars a week."

"Well, let him alone and he'll be getting five a week here after a while."

When the boy was getting eight dollars the father came again, and again I persuaded him to leave the boy with me. When the boy was getting ten dollars a week the father came again and said he was going to take the boy away.

"What for?"

"He isn't making money enough."

"What will you do with him?"

"Put him in the factory."

"How much will he get?"

"Twelve dollars first; fifteen afterward."

"Any more?"

"Yes; he may get to be loom boss."

"What will he make then?"

"Seventy-five dollars a month."

"Well, then let the boy alone; he'll be getting a hundred a month here some day."

I had the hardest work to get that man to leave his boy, and we are paying the young man now $1000 a month.

The population of Cuba in 1887 was 1,631,687.—*Ex.*

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Review of the Markets.

The trade reports show a satisfactory business prevailing during the summer season, in very many cases far in advance of the same season in recent years. While large orders on many lines are held in abeyance from force of habits formed in past seasons, there is no doubt existing in the trade but the season we are entering upon will prove one of the most active and prosperous with which the industry has been favored in many years. Advances along the line of raw material will certainly affect prices on goods into which material enters more largely than labor, and the stiffening of the nail market by a withdrawal of quotations and limitations of time on deliveries, indicates the possible trend of future trade conditions.

Wire Nails: Under improving conditions following advances on raw material, the wire nail market has perceptibly stiffened in quotations during the fortnight just passed. Some of the leading mills are withdrawing the favorable prices recently prevailing for large lots, and are less inclined to enter additional orders for any except late deliveries. Strikes prevailing in several mills compelling their remaining closed for a period however short, have a natural tendency to increase the apprehension in trade circles that higher prices may safely be looked forward to. The September trade, usually the heaviest of the season, will show a more largely increased demand than was known a year ago, creating a scarcity which it were wise to anticipate previous to that date. The local demand continues exceedingly fair. Prices are held at the mills on carload lots for prompt shipment at $1.30, f.o.b., New York prices being quoted as follows: Carload lots on dock, $1.45; smaller lots from store, $1.55@$1.60.

Cut Nails: While anticipations of a larger volume of business in this staple line are filling the minds of the manufacturers, there is but little business being done at present and prices remain as previously quoted: Carload lots on dock, New York, $1.20; smaller lots from store, $1.25.

Stove Boards: The extremely low prices recently prevailing on this seasonable line of goods has resulted in large orders having been placed with the leading makers, which, under the advancing conditions of the sheet and zinc market, would seem to indicate a very close margin of profit based on present purchases of material. Stiffening quotations naturally follow, and deliveries will be retarded by the inability of the mills to supply raw material in sufficient volume to fill orders promptly.

Sheet Zinc: Manufacturers of sheet zinc have issued revised prices on their product, covering a number of changes in the extras. The base price remains at $7 per 100 pounds, for sheet zinc in 600-pound casks, of the thicknesses between Nos. 9 and 15 inclusive, and of the widths between 32 and 46 inches, and of the lengths between 84 and 90 inches. The following table of prices will show the changes in extras:

Extras, in Cents per 100 Pounds.

Nos	5	6	7	8	9	10	11	12	13	14	15
32 to 40 x 84	190	115	70	20	..	..	..	..	..	..	..
32 to 46 84 to 90	.... ..	..	..	..	..	none	none	none	none	none	none
52x 84	.... ..	..	..	520	220	185	145	100	100	100	110
50x 84	.... ..	..	..	345	165	115	70	45	45	45	55
48x108	....	..	..	325	200	165	110	50	50	50	65
48x 96	....	..	..	250	105	85	40	30	30	30	40
48x 84	585	310	190	55	40	10	10	10	10	10	20
36x108	375	270	165	95	85	70	35	35	35	35	40
36x 96	245	155	110	50	25	20	25	25	25	25	20
30x 84	270	180	120	60	40	35	35	35	35	35	35
28x 84	295	205	145	75	55	50	50	50	50	50	50
26x 84	340	235	170	100	80	60	60	60	60	60	60
24x 84	375	280	195	55	40	15	10	10	10	10	10

The extra on No. 4 36x84 is $3.40 per 100 pounds.

Extra Charges for Small Packages.
100-pound casks (all Nos. up to No. 12 inclusive), 30 cents per 100 pounds.
100-pound boxes (not larger than 30x40 inches), 30 cents per 100 pounds.
200 and 300 pound casks (all Nos. up to 14 inclusive), 20 cents per 100 pounds.
200 and 300 pound boxes (not larger than 36x50 inches), 20 cts. per 100 pounds.

Extras, in Cents per 100 Pounds.
Nos. 16 to 20 packed in 500 pound casks.
Nos. 21 and 22 packed in 500-pound boxes.

Nos.....	16	17	18	19	20	21	22
24x 84.....	20	20	20	40	40	55	60
26x 84.....	60	60	65	100	100	115	125
28x 84.....	50	50	45	75	75	110	110
30x 84..	40	40	35	60	60	80	80
32x 84.....	30	30	30	45	45	60	60
34x 84.....	20	20	25	30	30	50	50
36x 84.....	10	10	10	20	25	40	40
36x 96.....	25	25	30	45	55	80	90
36x108.....	45	45	55	75	90	125	
40x 84.....	10	10	10	20	20	40	40
40x 96.....	25	30	30	45	55	80	90
44x 84.....	10	10	15	15	25	40	40
48x 84	20	20	25	25	35	50	65
48x 96	40	40	50	95	110	130	..
48x108....	70	70	85	110	..	..	..
50x 84.....	55	65	60	70	..	..	..
52x 84	110	110	130	130	..	..	..

The special discount for quantities of less than 3000 pounds remains at 6 per cent., with an additional 3 per cent. for cash with order.

Cordage: Under an ordinary demand, the rope market is without features of any great importance, business being light and requirements only nominal. Prices have remained steady under such circumstances for the past fortnight, and current quotations follow for carload lots, the usual advance being named for smaller quantities.

Manila, 7-16 inch and larger	per pound,	10 cents.
" 3/8 inch	"	10½ "
" ¼ and 5-16 inch.	"	11 "
Sisal, 7-16 inch and larger.....	"	9 "
" 3/8 inch	"	9½ "
" ¼ and 5-16 inch.	"	10 "
Sisal Lath Yarn, medium	"	8½ "

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of August 10th, quote as follows: In lots of less than 5 barrels, 34 cents per gallon; in lots of 5 barrels or more 33 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE OMAHA TRADE.

The present month ordinarily is a quiet one, and from the general expression among the retail dealers who visit this market, this year is no exception to the rule. But this cannot be said to hold good as far as the jobbing trade is concerned. The volume of business comes steadily in, without any tendency to diminish or slacken, and August trade bids fair to exceed July, which is an exceptional condition of affairs. While some parts of the state have been slightly touched with drouth and hail, the general results will be an exceptionally good crop, which promises good returns to the producer, and fall trade will be largely above the average. The advanced market on nails and barbed wire has had a tendency to stimulate orders for these lines of goods, and dealers are all preparing for an active fall trade and are freely buying what they need and paying for what they have already bought.

RECTOR & WILHELMY CO.

THE COLUMBUS TRADE.

The extreme hot weather has abated somewhat and one can now wear a stand-up collar for ten hours, if he does not get excited. You know there have been instances when people got hot in the collar with the thermometer down to zero; but the past few weeks it made no difference how cool you kept under trying circumstances, you were bound to be hot in the collar.

Trade is holding its own very well, and each month so far during the year shows a handsome gain over 1897. The wheat, hay and oats harvest is in the dry or should be, and a good harvest it was. While wheat is not turning out the bushels per acre that was expected, still it is the largest crop Ohio has had for a long time. The failures for an average crop were few, and the acreage was never greater. Hay is of a superior quality this year but not as heavy as last. Prices of both wheat and hay are low and farmers are loth to sell hoping for another Leiter to corner the market. The price is much "lighter" since he was cornered. We see no reason why fall trade should not be good, and find that even small country merchants are preparing for a good fall business. We hope none will be disappointed.

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We regret to see another strife between wire and nail manufacturers and their men. Nails and wire would stand an advance of $2 per ton and no one would complain. Both articles are too low in price. If some manufacturers can produce either or both articles at 75 cents to $1 per ton lower than others, why don't they pocket the extra profit? None of them have been able to fill orders promptly at any time during the year, which would indicate they would not have any trouble in selling their product. This perhaps is not true as to nails, but it has been the case with wire. Prices as a rule are pretty firm. There is some cutting among jobbers but that will always be the case.

The grand circuit races were trotted and paced here August 1st to 6th, and Columbus can boast of the fastest track in America. Talk about money being scarce, you would not think it if you could stand around the pool stands and merry-go-rounds. We mean the merry-go-round where they call out "Black Side" when you play the red, and "Red Side" when you play the black, and "Star" when you play both black and red. We do not play, but always see what is going on when we take an afternoon off at the races. They had money there by the corn basket full. We mean the fellow that had the wheel. The fellows who played (and the girls too) had no money unless they broke away very quickly. That kind of a merry-go-round is a bad proposition to go up against and we advise our brothers to play the wooden horse and dragon merry-go-round that only costs a nickel, and it will not make you half so dizzy as the other kind.

The writer has returned from his summer fishing and outing vacation and has settled down to business with renewed energy. THE SMITH BROS. HARDWARE CO.

THE CLEVELAND TRADE.

Ethics in business are commanding more and more attention. "Smartness and cuteness" are not evidence of business ability; the advantage gained by them is not permanent. Usefulness alone gives permanent success. The retailer who serves his customers and the jobber who helps his customer do this, are laying the only true foundation of success.

Aim to be a benefit to those who patronize you and you are building on a solid foundation. "Business at the top" is not overdone. Good places with large salaries are waiting for men to fill them, but ability and character must be united; head and heart must work together.

Evidence of improvement is shown in the improved character of traveling salesmen, and business men are more and more lending their influence to prevent bad habits instead of encouraging them.

Merchants should remember that they have large influence with traveling salesmen, for good or for evil. Many young men have been helped to ruin by the example of men they depend upon for their orders. This peculiar influence imposes peculiar obligations which should be recognized. The law of success is the moral law. There is not, nor can there be, any divorce between them. More than three quarters of religion is conduct, and upon that depends success in business.

A merchant in a country town should stand for all that is best. He should represent uprightness in the community as the first article in his business creed; asking for patronage imposes the obligation to be a good citizen. A few good books to loan among his patrons, and kindly counsel for the aggrieved, can be used with great profit and business advantage.

July is the vacation month. The intense activity of our time adds to the importance of vacation. Hard drudgery is a good school, but it gives zest to play.

Trade is good for the time of year and the promise is so bright that we are able to forget the things behind and enjoy bright anticipations for the future.

As the war is practically closed, August may be a waiting month; a change so radical will tend to create a suspension of business, but the foundations for prosperity are firm and delay will only augment its force. With Cuba and Porto Rico added to our territory, business is sure to boom.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURG TRADE.

There has been a perceptible hardening of values in goods near to pig iron during the past few days. Pipe, nails and wire are the first to move, and we are glad to see this, as an indication of the fact that our hopes for a good fall season's business are being realized already in the demand, which makes such advance possible.

We are at last getting to the point where consumption has overtaken production, and manufacturers can afford to hold firm in prices. We hope the great expectations for trade in Cuba and Porto Rico will be realized in the near future, and that we shall have a big share of the trade in far-off China, Japan and the islands of the seas, but we have a big domain at home only partially developed, and good times at home will use up a great quantity of Pittsburg's products.

We are looking forward to October, when the conclave of Knights Templar assembles in our city. Great preparations are being made to accommodate and properly entertain a large number of people. We can promise them a cordial welcome, and think we can show them some things which will not only be new to many of them, but which cannot be seen elsewhere in our country. Should this meet the eyes of Sir Knights who are Hardwaremen, we cordially invite them to make themselves at home with us when in our city.

A midsummer rise in our rivers has taken out a large run of coal which will bring back considerable money. The government work of improving our rivers goes steadily forward, and if continued as a settled policy, will soon render us independent of these freshets as the only means of getting our coal to market.

In a jobbing way, trade is fair for this time in the season and collections about the same.

LOGAN-GREGG HARDWARE CO.

THE BIRMINGHAM TRADE.

We have been having too much rain for the past sixty days, and hear some complaint that the cotton in injured. As you know, cotton has been regarded in a large measure, as the index of trade in the South, and when cotton growers were prosperous, trade was good and when they suffered, the merchants suffered with them. However, we are glad to say that trade compares favorably with former years; in fact, it is ahead, as it should be. Since the country continues to develop and increase in population, we would naturally expect an increase in trade and have not been disappointed. We rejoice that the war is about over and gather increased hopes from this result, looking to the enlarged trade that should follow. The ports of Cuba and Porto Rico will soon be open to commerce and they will begin to rebuild their waste places and should give new opportunities to trade in that direction. In all probability they will need lumber in increased quantities, giving work to the sawmills in the southern part of our State. Uncle Sam will have to keep a fleet in the Gulf to look after his interests in that direction. We trust that in this way there will be an increased demand for coal and that some of our mines in this section will gather some benefit. In any event, we are hopeful and when the people are hopeful, it goes a long way to make better times. Our people will now start new enterprises more readily and capital will make investments with more assurance. Work on the steel mill of the Alabama Steel & Ship Building Company is progressing nicely. We are also told that a rod mill which will use 300 ton of steel a day is now a certainty. We shall also look for a nail mill and other in-

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dustries which will be the legitimate fruits of enterprises of this kind, making this an important center for steel and its various products. We are glad to think that those who have managed the war have done fairly well in most cases and we trust that they will make no mistakes in the future. Notwithstanding we have submitted to a very heavy expense, we look for good results, which will more than compensate for the great outlay. What our country needs is new outlets for its manufactured products and we trust that the extension of territory will give us this and take the surplus off of our own market, keeping our mills active and settling the great question of labor strikes. We have rarely known protracted labor strikes when all of the mills were full of orders.

We take a hopeful view and labor on.

MOORE & HANDLEY HARDWARE CO.

THE DAVENPORT TRADE.

The war is over. Harvesting done. Hay and small grain abundant. Corn promises well. Money plenty. Prices of staple Hardware are low; too low in fact. Territory recently acquired making up our "greater" United States must have goods. Our manufacturers will be over-taxed in supplying the increased demand. Seasonable goods will be scarce. Prices will be higher and trade will be better and business more profitable this fall than it has been for many years. SICKELS, PRESTON & NUTTING CO.

THE CHICAGO TRADE.

While we of the Middle West have been loath to acknowledge any ill effects on our business, or perhaps could not positively locate much that has been lost because of the "Three Months War of 1898," we must acknowledge a feeling of relief that comes with the cessation of hostilities and a feeling of renewed confidence in our country, because of its splendid achievement, and because of the intrepid bravery and ability displayed by our army and navy.

With the cleared horizon, we settle down to strict business, to find our entire section already enjoying what might be called a "boom," if we were not afraid of using a term which has too often proved a misnomer.

Chicago jobbers have already shipped more sheet iron, grain scoops, corn knives, corn huskers, stove boards and many other fall goods, than their entire fall business has amounted to in some recent years. This we attribute to the splendid weather, the assured large crop, the feeling that prices will be higher in many lines and to the certain shortage of the supply in others.

In proof of this we need only to cite the recent advances in nails, barbed and plain wire, zinc, screws, bolts, chain, sheet iron, rubber goods, etc., and the reports from the makers of stove boards, oil cloth, corn huskers, elbows, coal hods, screws, etc., some of whom acknowledge already that they cannot make satisfactory deliveries on orders now in hand and others refusing to accept new business at any price.

Add to the present phenominal demand, the impetus which must come from the settlement of the war, the new fields for trade in Cuba and Porto Rico, the incoming of gold from the Klondike and the readiness now of war-scared capitalists to aid legitimate enterprises, and we can see nothing ahead but *business, business, hustle, hustle!*

WELLS & NELLEGAR CO.

THE PHILADELPHIA TRADE.

The most satisfactory event, from a business, as well as a humanitarian standpoint, that has happened during the past few weeks, is the declaration of peace and the suspension of hostilities in the Spanish-American war.

At the outbreak of this war, there were many who, basing their prophecies upon the conditions existing at the time of the Civil War, freely predicted that a great increase of business would result from the war. We never shared this view, and think the business world will admit that the expected increase of business did not come, especially as the result of the war. If any one part of the country had reason to expect material benefit from the war, it would be the Eastern section, and yet during the past six months the East has not shared the prosperity of the West—at least not to the same degree.

Now, however, with peace declared, and probably a vast increase in our foreign trade, with abundant crops and fair prices, there is room for great hope for the future and prospects are certainly brighter than for some years.

Already marked advances have occurred in steel billets, while iron is firmer, and goods which are near the raw material, or exceptionally low in price, show signs of strengthening.

As a rule, collections also show quite an improvement, and it is probable that some of the money paid out by the government, in the purchase of supplies, is now finding its way into circulation, to the benefit of general trade.

As might be expected under such conditions while prices change but little, an undertone of strength is beginning to be felt.

Wire nails have already advanced ten cents per keg and further advances are predicted; while wire of all kinds should naturally advance in consequence of the increase in the price of billets.

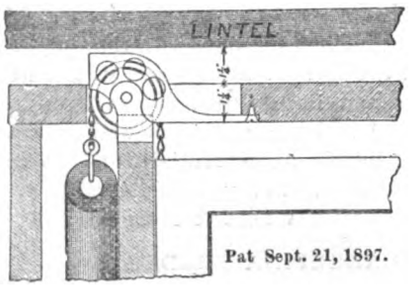
The demand for goods is fair, and perhaps on the increase; while some improvement is noticeable in the quantity ordered, showing that stocks are low and that the trade have more confidence in purchasing.

On the whole, therefore, the outlook is favorable and those who say they look for the best fall trade of many years have many sympathizers. BIDDLE HARDWARE CO.



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QUEEN SINGLE FRAME PULLEYS.



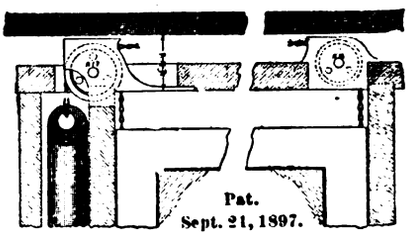
Send for Catalogue and Price List of

QUEEN PULLEYS.

No Extra Head-Room Needed.
No Grooving of Sashes.
No Lead Weights.

Architects will note accompanying cuts. They represent 2½-inch pulleys and only require 2½ inches head room from top of sash.

QUEEN MULLION FRAME PULLEYS.



ONE WEIGHT BALANCES THE SASH.

QUEEN SASH BALANCE CO., 150 NASSAU ST., NEW YORK CITY.

Chicago. Washington. Boston. Baltimore. Philadelphia. St. Louis. Worcester.

Presidential Nicknames.

The nicknames of our Presidents furnish an interesting example of the readiness of our people to apply sobriquets to public men whom they either like or dislike. Washington was nicknamed the Father of his Country, Americus Fabius, the Cincinnatus of the West, Atlas of America, Lovely Georgius (a sarcastic nickname applied by the English soldiery), Flower of the Forest, Deliverer of America, Stepfather of his Country (applied by bitter opponents during his Presidency), the Savior of his Country. Adams was nicknamed Colossus of Independence; Jefferson, Sage of Monticello and Long Tom; Madison, Father of the Constitution; Monroe, Last Cocked Hat; J. Q. Adams, Old Man Eloquent; Jackson, Old Hickory, Big Knife and Sharp Knife, Hero of New Orleans, Gin'ral, the Old Hero; Van Buren was Little Magician, Wizard of Kinderhook, Follower in the Footsteps, Whiskey Van and King Martin First; Harrison, Tippecanoe, Old Tip, and Washington of the West; Tyler, Young Hickory and Accidental President; Polk, Young Hickory; Taylor, Rough and Ready, Old Buena Vista, and Old Zack; Fillmore, the American Louis Philippe; Pierce, Purse; Buchanan, Old Public Functionary, Bachelor President, and Old Buck; Lincoln, Honest Old Abe, Uncle Abe, Massa Linkum, Sectional President, Rail Splitter, and Father Abraham; Johnson, Sir Veto; Grant, Unconditional Surrender, Old Three Stars, Hero of Appomattox, and American Cæsar; Hayes, President de Facto; Garfield, the Martyr President; Arthur, Our Chet, the First Gentleman in the Land; Cleveland, the Man of Destiny, and Grover; and lastly B. Harrison, Son of His Grandfather and Backbone Ben.—*St. Louis Globe-Democrat.*

Havin' Fun.

A Cambridge mother sent her small boy into the country, and after a week of anxiety has received this letter: "I got here all right and I forgot to write before; it is a very nice place to have fun. A feller and I went out in a boat and the boat tipped over and a man got me out and I was so full of water I did not know nothin' for a good long while. The other boy has got to be buried after they find him. His mother come from Chelsea and she cries all the time. A hoss kicked me over and I have got to have some money to pay a doctor fixin' my head. We are going to set an old barn on fire to-night, and I should smile if we don't have bully fun. I lost my watch and I am very sorry. I shall bring home some mud turtles and I shall bring home a tame woodchuck if I can get 'em in my trunk."—*Exchange.*

The Juragua and Daiquiri iron companies of Cuba, ship between 30,000 and 50,000 tons of ore monthly to the United States, most of which is used, by a singular coincidence, at the very furnaces now making large quantities of armor plate and projectiles for the American navy.—*Exchange.*

HARDWARE DEALERS!

You should get prices on our lines of Cycles and Revolvers as there is a large demand for

Iver Johnson Fire-Arms and Cycles.

The merits of our goods are well known and the handling of them will prove them to be a profitable addition to your stock.

GET IN LINE...

. . . *Send for Catalogues, terms, etc.*

Sell

HONEST GOODS AT HONEST PRICES.

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

Side Line Offered.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER CO., No. 555 East 116th Street, New York City.

For Sale.

HARDWARE and Paint Business, established fifteen years, for sale; excellent location; low rent. Rare chance for energetic man with few thousand dollars; no agents; reason for selling, other business. Address I. H. TERRELL, No. 368 Eighth Avenue, New York City.

Wanted to Manufacture.

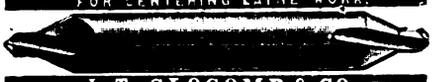
WANTED a small article to manufacture and sell; reply must state exactly what it is, and price. Address MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York City.

Wanted to Purchase.

LIGHT Hardware and housefurnishing business or would accept partnership in established business. Address CASH, care HARDWARE, No. 143 Chambers Street, New York City.

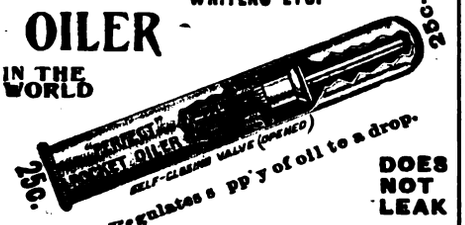
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COMBINED DRILL AND COUNTERSINK
FOR CENTERING LATHE WORK.



J. T. SLOCOMB & CO.,
PROVIDENCE, R. I. U. S. A.

The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER IN THE WORLD



DOES NOT LEAK

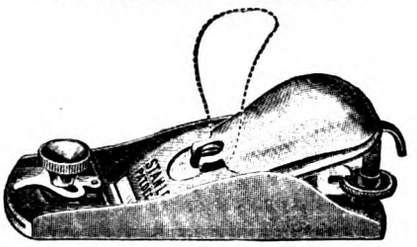
We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Knuckle-Joint Block Plane.
WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter... $1 75

On Giving Information.

The average man hungers and thirsts for information, but the average advertisement gives him very little of it.

This is due to the fact that most advertisers find it very difficult to say with a pen what they think with their minds, and to the further fact that the detail and minutiae of their business are so thoroughly familiar and so commonplace to them that they cannot understand how interesting they are to other people. This is particularly true of those who manufacture or handle staples or articles of a rough, common, practical kind.

I recently met a man who manufactures axes, and he showed me a little booklet he was using to advertise his goods. I looked it through and remarked that it didn't enlighten me much on the axe question.

"What do you expect?" he inquired. "What is there to say except that I make the best axes there are? Axes are not a romantic sort of an article. You can't get poetic or enthusiastic about an axe. You can't make pretty pictures of it. You can't use a lot of glowing adjectives about it, either. An axe is a plain, ordinary implement that everybody knows about. All you can do is to tell how good your axes are and how cheap you are selling them."

I didn't say anything more about his booklet, but I led him on to talk about axes. When he got interested, the amount of information he gave me was astonishing. He knew his subject thoroughly, and he talked for more than half an hour without stopping.

He told me all about axes, past and present. He told me what axes were made of, and the processes the metal had to go through. He explained the different kinds of axes, and why one axe was better than another. He told me lots of things about the axe industry of the United States, and where the most and best axes were made.

Coming down to his own business, he told me on what a small scale he had started, and where; how his business had grown; all about his plant, his machinery, and his run, and how many and what kind of axes he was then making. Better still, he explained wherein his methods were exceptionally good and economical, and why he could, and did, make better and cheaper axes than his competitors.

If this man had put into print the exact words he had used in his talk to me, he would have had a booklet of intense interest to everybody in whose hands he placed it. To the retailer who sells axes it would have been a revelation. He would have read it more than once; he would have laid it aside for reference. The next time he had occasion to buy axes, he would have had the firm that sent him that booklet uppermost in his mind.

Yet this man thought there was nothing interesting to print about those humdrum, prosaic axes of his!

It is so with every business. A man lives so close to his own wares that he forgets that other people are in almost total ignorance about their nature and the materials and methods employed in their manufacture.

People are really anxious to know all these things. They like to buy of the man who takes his goods apart and shows them all about how they are made, and explains to them just why they are better than the other man's.

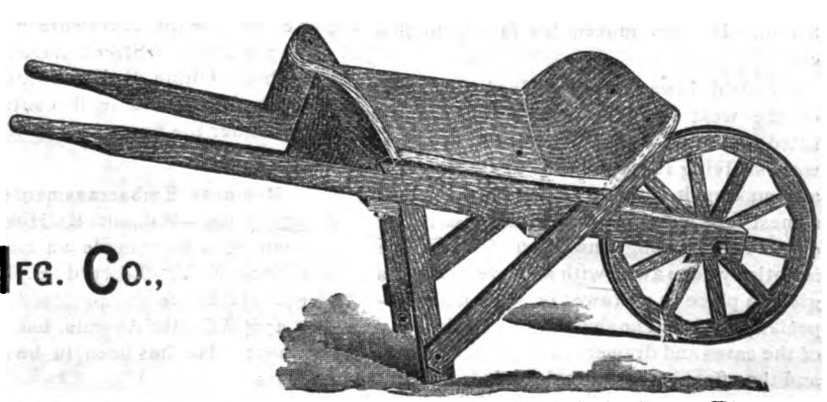
No matter how common and humble an article may be, there is an interesting story behind it. There is no surer way or method of interesting the public in both the article and its maker than to tell that story.

An advertisement that tells us something that we did not know before can hardly fail to be a good advertisement.

Give people what they want—information.—*Thomas Sheridan in Printers' Ink.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Camden, Tenn.—Hudson & Corbitt, a new firm, will open a Hardware store in the building known as the Stock store, on the southwest corner of the Square.

Greenville, N. C.—There is to be opened shortly, in this town, the Greenville Hardware Co., of which Satterwaite & Co. are proprietors. They will carry a line of heavy and light Hardware, woodenware, stoves and tinware, and will make a specialty of the manufacture of tobacco flues. They are certain to succeed, having plenty of capital, energy and business experience.

Hartford, Conn.—R. C. Witte, who is about to open a new Hardware store with a full line of paints and brushes at No. 261 Main Street, is in New York attending to the purchasing of his new stock.

McComb, Ohio.—C. F. Spiece has just purchased a stock of Hardware and will immediately open a store here in the Oaks Block. Mr. Spiece was formerly in the drug business here and later has been operating a stave factory at Williams, Mich. McComb has only had one Hardware store for the past two years.

Norwich, Conn.—A. W. Linberg & Co., tinners and roofers, new firm, have commenced business.

Sweetwater, Tenn.—W. A. Jones, of the firm of McCaslin & Jones, Hardware dealers, one of the most enterprising young business men in the town, has disposed of his interest here and opens immediately a Hardware and implement store in Greeneville, Tenn.

Changes and Improvements.

Binghamton, N. Y.—The Babcock Hardware Co. have bought the entire stock of Hardware formerly carried by C. E. Harrison, of Chenango Street.

Bordentown, N. J.—Newell & Ford have dissolved partnership. Mr. Newell will still continue in the lumber business, and Mr. Ford will have the coal and Hardware business.

Des Moines, Iowa.—A. R. Daughenhaugh, who runs the Webster County State Bank at Gowrie, has bought the large stock of Hardware of the A. L. West Co. on Walnut Street. He has moved his family to this city.

Fairfield, Iowa.—Gage's Hardware store on the west side of the square has been fitted up with the Warren system of Hardware shelving recently, thus modernizing it and making it without exception the handsomest interior of any business house in the city. The old conglomeration of Hardware is entirely done away with and everything is given a place in a drawer or shelf made especially for it. The shelving is of oak, many of the cases and drawers having glass fronts, and the effect is most pleasing. It is a Hardware store to enjoy and to remember.

Meadville, Pa.—The most important business change which has taken place in this city in some considerable time has just been consummated, in the purchase by I. M. Rhodes and W. S. Zehrung of the Ehrgott & Co. Hardware store, perhaps more generally known as the Porter Hardware store. The purchase includes the entire stock, lease and good will of the former owner. Of the new firm, Mr. Rhodes has had twenty-five years' experience in the Hardware business—twelve years as clerk in the Gill Hardware store, in this city, and thirteen years on the road for the Reading Hardware Co. of Reading, Pa. During all these years, his home has been in Meadville. Mr. Zehrung is also a former Meadville man, having been employed for a number of years at the Phœnix Iron Works. For several years past he has had charge of the Montpelier, Ind., Electric Light & Water Co., as superintendent. Both members of the new firm are experienced business men and both are widely and favorably known in business circles throughout this section. The Rhodes & Zehrung Hardware store was established in this city in the neighboreood of half a century ago, and is one of the largest establishments of the kind in Northwestern Pennsylvania. The new proprietors bring to the business capital sufficient to hold the stock up to a high standard, and their known experience, business capacity and extended acquaintance makes them strong bidders for favor in the field of trade.

Sioux City, Iowa.—The Hardware stock which the Knapp & Spencer Co. purchased of C. W. Moore has been removed to the store of the Gillette Hardware Co.

St. Cloud, Minn.—Marcus Maurin intends to rebuild on the foundations of the late John Kiewel store and use the same only as a Hardware store, putting in a complete line of Hardware.

Toledo, Iowa.—Rasmus Rasmussen will move his Hardware store into the building William Swanlon is refitting east of the Poland House.

Toledo, Ohio.—T. J. Smith, Hardware, sold out.

Wheatland, N. D.—Charles Ditmer, agricultural implements, etc., succeeded by Ditmer & Campbell.

Wilmington, Del. — George Sigler and Gilpin S. Woodward, heretofore trading as Sigler & Woodward, Hardware merchants, at No. 303 Market Street, have dissolved partnership. Gilpin S. Woodward and J. Courtland Woodward will continue the business under the firm name of Woodward & Bro.

Business Embarrassments.

Acton, Mass.—William B. Holt, stoves, etc., reported to have made an assignment.

Brooklyn, N. Y.—Edward H. Richards, dealer in Hardware and painters' supplies, at No. 2755 Atlantic Avenue, has made an assignment. He has been in business fifteen years.

Buffalo, N. Y.—The firm of Metz & Meyer, dealers in Hardware finishings and fine furniture, have filed a general assignment of all their property not exempt by law, for the benefit of their creditors. Joseph Metz, of the firm, also filed an assignment of his personal belongings. Their debts amount to about $40,000.

Despatch, N. Y.—The Hardware store run by Mrs. Irene Warner has been closed by the sheriff on a judgment held against her by the Vanderbilt Improvement Co. for the sum of $120.08.

Richmond, Va.—J. W. Anderson & Son, dealers in stoves, tinware and house-furnishings, has made an assignment. Their liabilities are placed at $8000, and assets at about $4000.

Trenton, Mo.—The T. A. Murphy Hardware Co. has made an assignment. The liabilies are about $6000; assets unknown. Mr. Murphy is mayor of this city and has been engaged in the Hardware and implement business here for years.

Washington, D.C.—Bernard Baily, dealer in Hardware at No. 820 Seventh Street northwest, has filed a deed of assignment for the benefit of creditors. Assets are given at $4123 34, with liabilities of $3357.25. George J. Bond is named as assignee.

Burglaries in Hardware Stores.

Americus, Kan.—Ernest & Lesh, firearms, cutlery, etc.

Depere, Wis.—A. D. Race, $200 in goods.

Lock Springs, Mo.—W. B. Moren, rifles, ammunition, etc.

Moline, Ill.—Plambeek & Berglund, cutlery, etc., taken, to the value of $200.

New Hampton, N. Y.—D. C. Pullis, $30.

Oberlin, Ohio.—Wilkinson & Watson, $15.

Temple, Tex.—Sims & Dold, $150.

Recent Fires.

Auburn, N. Y.—A fire occurred recently in Evarts' sash, blind and Hardware store, Nos. 86 and 88 State Street. The blaze had gained considerable headway by the time the fire department arrived, and damage to the extent of at least $5000 was done. The fire started in the rear of the cellar among the paints and oils.

Clinton, Ill.—A terrible explosion caused by a lighted candle carried into the cellar of the firm of Jameson & Son, Hardware, started a big fire in the syndicate block. Gas arising from asphalt taking fire started the blaze, severely burning and almost blinding Mr. Jameson. The flames and water damaged the stock to the extent of $7000 and the building $5000.

Grand Rapids, Mich.—James McDonald, Hardware, destroyed by fire.

Millhall, Pa.—A fire destroyed the Hardware store of Mann & Co. and several other buildings.

Philadelphia, Pa.—A fire, causing damage to the extent of $2500, occurred at the Hardware store of John Decker & Sons, Girard Avenue and Twenty-seventh Street. The fire originated in the cellar. Loss covered by insurance.

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ON EXHIBITION

Model Hardware Store!

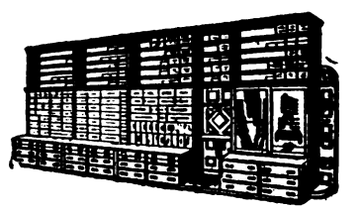
Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.

Eastern Office, 253 Broadway, New York.







C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers and Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

John H. Graham & Co., 113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co., 94 CHAMBERS ST., NEW YORK.

Our Covers are the most attractive ever presented for Catalogues, Booklet, etc. The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.

NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U. S. A.



KEARNEY & FOOT CO.

100-102 Reade Street, NEW YORK.

The BEST Drill on the market.



BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., **Allegheny, Pa.**

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Chicago, Ill.—Original Novelty Works Co. has been incorporated by Joseph V. Crane, John F. Crane and John Stelk; manufacturing. Capital stock, $6000.

Elyria, Ohio.—The Standard Cutlery Co. has been incorporated by John H. Wood, H. W. Ingersoll, F. L. Fuller, Frank A. Smith and S. B. Day; to conduct a general manufacturing business. Capital stock, $50,000.

Hartford, Conn.—The Peerless Oven Co. Capital, $500; for the purpose of treatment and sale of sheet metal.

Johnstown, Pa.—The Johnstown Shovel & Forging Co. will begin to operate its new plant soon. The plant is entirely controlled by home people, and will begin with a force of about thirty men.

St. Louis, Mo.—The Bolte Stove Co. has been incorporated by F. H. Astroth and E. H. C. Knickmeyer. Capital stock, $8000.

Trenton, N. J.—Heckert Baltzley Hollow Axle Co. has been incorporated by William Heckert, William H. Wallace, George B. Hibbard, John McIntyre and Edwin Baltzley. Capital stock, $1,000,000.

Changes and Improvements.

Ansonia, Conn.—A big lathe for the Driggs-Seabury Gun & Ammunition Co., which was drawn from the cars to the plant of the ordnance company, attracted considerable attention as it passed through the streets drawn by six horses. It is one of the new pieces of machinery for the gun department.

Bellaire, Ohio.—The new Bellaire stove foundry, with nearly double its former capacity, has a full force now at work and will ship about 1500 stoves within the next three weeks. Notwithstanding the new addition this manufactory is still cramped for room and all through the warehouse are false floors to enable them to properly care for the output. The nickeling department is kept busy and several patterns they make are finely mounted. The indications are that this company is having its busiest season, but the conservative secretary, E. H. Rider, was not giving out information as to the business they are doing. The improvements and busy scenes about the place are evidence sufficient.

Beman Park, N. Y.—The Bussey & McLeod stove foundry have resumed operations. This news was joyfully received by a large number of residents in this section who are employed in the foundry.

Brightwood, Mass.—The Bausch & Harris Machine Tool Co. is planning to erect a new building which will give the company one of the largest and best equipped plants of its kind in the country. The present capitalization of the company is $75,000, and it is now planned to issue preferred stock to the amount of $2500, most of which has been subscribed for. The corporation now employs 140 men, but the working force will be increased after the new building has been erected.

Chicago, Ill.—The National Shovel Works & Stamping Co. have secured a site and will establish a plant at Chicago Heights, which will give employment to 125 men. The building to be erected will be 80 by 350 feet and 22 feet high. It will be constructed of brick and stone and will cost $18,000.

Cincinnati, Ohio.—A substantial evidence of the returning prosperity of the times is shown in a transaction just negotiated by the Lodge & Shipley Tool Co. For some time it has been apparent that the present plant was entirely inadequate for the volume of business done. Mr. Lodge has closed a deal with Ethan B. Stanley, general manager of the lubricating department of the Standard Oil Co., by which the tool company secures a frontage of 262 feet on Colerain Avenue, and having an extension to the rear of over 300 feet average depth. The company will erect at once a steel structure 300 feet long by 100 feet wide, in addition to the necessary boiler and engine houses, etc. President Wm. Lodge was in consultation recently with a prominent contractor, and work will be commenced at once grading, excavating and preparing for the building. Said Mr. Lodge: "Yes, we have outgrown our present place of business; we have been located here since 1892. We shall offer the ground and buildings here for sale or lease when we leave. We hope to get into our new quarters in ninety days; if there is much grading to do it will probably be nearer four months. Our new investment will represent an expenditure of about $50,000."

Mansfield, Ohio.—Extensive improvements are being made by the Monarch Stove Co. Three additions are being built to the company's plant that will increase the capacity for output 33⅓ per cent. The additions are under way. A separate building is being erected to be utilized as a japanning room and paint shop. Formerly these apartments were connected with the main building. The cleaning room will be located in one of the additions, and in the present cleaning room will be placed new machinery in the shape of heavy stamping presses. The company is increasing its capacity to accommodate its growing trade and expects to employ one-third more men.

Moline, Ill.—The Moline Plow Co. shops were started up recently with a large force of men, which will be increased as initial work is turned out and ready for the finishers.

Monmouth, Ill.—L. S. Kingman, asignee for the Weir Plow Co., has made application to the County Court for permission to dispose of the plant. No objections being made, Judge Peacock granted the order for the sale to the highest bidder on September 15th. The sale will include all the interests of the company in this city and Moline. For twenty years the Weir Plow Co. controlled one of the leading agricultural plants in the Northwest. About four years ago fire destroyed the main building. From the effects of the disaster the company never recovered.

Monongahela, Pa.—Work on the new stove works and foundry of Graff & Co. is progressing rapidly. Several carloads of material have arrived. The foundation for the main building is nearly completed, and it will not be long until the buildings will be well toward completion. The works will employ 200 men.

Reading, Pa.—The Reading Stove Works have received an order for 5000 letter boxes from the government, the contract to be filled by the latter part of August. The stove business here is also very brisk, and the outlook for good fall trade is very encouraging.

West Toledo, Ohio.—The West Toledo Plow Works are working full time. Two carloads of plows were shipped away recently. They will improve their plant by erecting a new brick smokestack. It will be 200 feet in height.

Recent Embarrassments.

Marion, Ohio.—The Marion Tool Co. has filed a deed of assignment to Daniel Uncapher. The assets of the company amount to over $2000; the liabilities about the same.

Miscellaneous.

Chicago, Ill.—The American Cutlery Co., manufacturing plant, Nos. 173-193 Mather Street, damaged by fire at a loss of $75,000.

Clinton, Iowa.—During the other night the Warner lock factory was completely wrecked by wind. The roof was torn off and the walls crushed on one side. The loss on the building and machinery is over $10,000, with no wind insurance. A curious feature was that no other property was injured, and the only other evidence of wind is a large tree blown down. A thunderstorm was in progress when the building was blown down. Parts of the roof were carried into the Mississippi River.

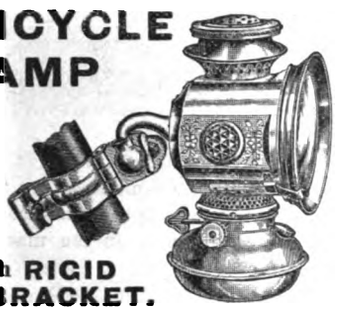
Middletown, Conn.—The property of the Mills Bell Co., which has been for some time in the hands of Franklin B. Shuster, of New Haven, as receiver, has been sold at public auction by order of the Superior Court. Horace R. Butler, of Middletown, acting for Middletown capitalists, was the purchaser, and it is purposed to reorganize the company.

Terryville, Conn.—At the annual meeting of the stockholders of the Eagle Lock Co. the following named were elected directors: M. C. Ogden, of Brooklyn, N. Y.; R. J. Plumb, of Terryville; R. H. Laimberer, of New York; H. P. Plumb, of Brooklyn, N. Y.; J. A. Carter, of Geneva, Ohio; H. L. Balch, of Brooklyn, N. Y.; F. P. Wilcox, of New York. The directors elected M. C. Ogden, president; R. J. Plumb, treasurer, and H. B. Plumb, secretary. There was a small number of the stockholders present, but a large proportion of the stock was represented by proxies.

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THE BANNER

BICYCLE LAMP

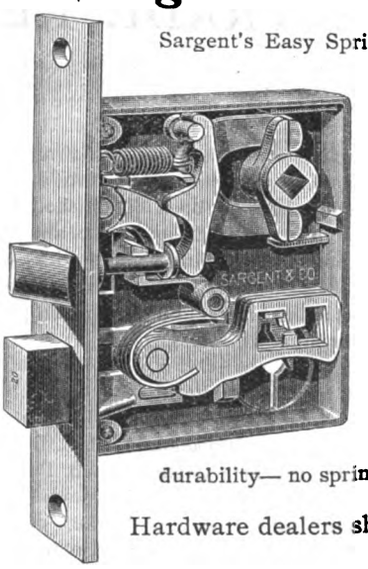


With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp . . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 717-718 Witherspoon Bldg., Philadelphia. 112 Water St., Boston. New Haven, Conn.

TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Holyoke, Mass., U. S. A.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.



THE CODLING MFG. CO.,

BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

Bicycle Lamps.

Job lot of high grade lamps; small, neat, attractive, just the thing for ladies' wheels. Cheap to quick cash customer. Who wants this opportunity for a bargain?

E. H. HAVEN,
150 Nassau Street,
NEW YORK.

THE

ROSSENDALE - REDDAWAY BELTING & HOSE CO.,

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Linen Fire Hose

All grades.

Made to meet requirements of Underwriters.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

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West Troy, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc.



For sale by Jobbers at manufacturers' prices.

GEO. F. TAYLOR'S SONS,

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FERTILIZER CHEMICALS and MATERIALS;

ALSO

BONE BLACK

For Tempering, Coloring and Filtering Purposes.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Boonton, Morris Co., N. J.—The Standard Drop Forging Co has been incorporated with a capital stock of $10,000.

Charleston, S. C.—The Army Cycle Mfg. Co. has been incorporated.

Indianapolis, Ind.—The Bicycle Guarantee Co. has been incorporated with a capital stock of $5000.

Kemp, Tex.—Carlisle & Rierson, wheels, Hardware, sporting goods, etc., have opened a new store.

Merkel, Tex.—W. H. Dickson, wheels, Hardware, sporting goods, etc., has just opened a new store.

New Haven, Conn.—The Stowe Bicycle Co. has been incorporated with a capital stock of $500.

Norfolk, Va —Theo. Andrews will take up bicycles.

Oskaloosa, Iowa.—C. B. Gruwell & Co., bicycles, Hardware, sporting goods, etc ; new firm commenced business.

Toledo, Ohio.—H. A. Lozier Mfg. Co., bicycles, are reported to be preparing to add the manufacture of projectiles.

West Plains, Mo.—The Funkhauser-Davis Hardware Co. has been incorporated with a capital stock of $10,000, succeeding Funkhauser & Davis. They carry a line of wheels, Hardware, sporting goods, etc., and are now occupying new store which has been fitted up for their business.

Changes and Removals.

Americus, Ga.—J. R. La Sha, bicycles, reported to have sold out.

Big Rapids, Mich.—C. M. Wiseman, bicycles, announces closing out sale.

Detroit, Mich.—Detroit Bicycle Exchange, No. 206 Jefferson Avenue, have added a new feature in the nature of a repairing business.

Kaufman, Tex.—Ernest Washington, bicycles, succeeded by Guy Catlin.

Saginaw, Mich.—J. G. Fisher and Jacob Fisher, manufacturers of bicycles have dissolved.

Wellsboro, Pa.—Frederick K. Wright, Hardware, sporting goods, etc.; store purchased by Chas. H. Roberts & Co., who will conduct the same.

Recent Embarrassments.

Buffalo, N. Y.—W. T. Davis & Co., bicycle tires, etc., reported to have made an assignment.

Boston, Mass.—The Boston Woven Hose & Rubber Co.'s assignees, in a circular to creditors and stockholders, announce that they have decided to continue the business and operate the factory. A statement of the condition of the company at the close of business June 16th last, shows assets of $1,235,640, and liabilities of $1,160,736.

Columbus, Ohio.—On the application of John F. Hessen and Thos. J. Murphy, their bicycle store at Nos. 32 and 34 East Gay Street was placed in the hands of Frank H. Gale, as receiver. They were in the wholesale trade and had been established two months. It is said that their assets amounted to about $1500, while the liabilities are only about $900. The cause of the receivership was a disagreement between the partners over money matters.

Danbury, Conn. -Cyrus B. Ballard, bicycles and bicycle supplies, has made a voluntary assignment to John Meder. Arthur M. Ballard, who was associated with C. B. Ballard under the firm name of C. B. Ballard & Son, makes a separate assignment.

Marion, Ind.—Receiver Burke, of the Marion Cycle Co., has received a proposition by a company which offers to take the plant and pay all creditors, secured and unsecured, 40 per cent. of their claims, and re-start the factory. Meanwhile the unsecured creditors have made a proposition to the secured creditors to accept 50 cents on the dollar if the latter will guarantee the payment, otherwise they will try to set aside the mortgage given to the Marion Bank, aggregating $28,000, which was filed prior to the assignment. The receiver has addressed a circular to all of the creditors giving the details of the first-named proposition.

Northampton, Mass.—The Northampton Cycle Co., Timothy G. Spaulding, assignee, has not yet secured a purchaser for the bicycle works. The capitalization of $40,000 for a company to purchase the business of the Northampton Cycle Co., did not conceive the acquiring of the present plant.

Newark, N. J.—Vice-Chancellor Emery has appointed Edward H. Duryee receiver for the E. Alsdorf Co., dealers in bicycles, pianos and sewing machines, on Broad Street, near Bridge. The company sells on the installment plan. The nominal capital is $52,000. E. Alsdorf is the president. The vice-chandellor made an order limiting the creditors. Slow collections, it is said, caused the failure.

Miscellaneous.

Adrian, Mich.—Truman & Betz, bicycles, shop slightly damaged by fire.

Baltimore, Md.—The business of the E. D. Loane, Jr., Co., No. 14 West Lexington Street, is being removed to No. 25 West Baltimore Street. It is expected that the new place of business will be opened next week. W. J. Unverzagt, a member of the firm, will continue in charge of the bicycle department. The removal from the West Lexington Street house was made necessary by increasing business. In the new building the firm will have the use of six floors; a new combination hydraulic elevator has been put in, and the building has been repapered and painted from top to bottom.

Lexington, Ky.—The *Herald* asked a number of Lexington dealers about their sales, and all of those consulted replied that they were larger this year than ever before.

Lincoln, Neb.—The wheel dealers of the city report trade very good this year. One dealer, who sold seventy-five wheels last year, says he has already sold 135 and expects to reach the 200 mark before the season is over. The wheels this year are cheaper and better than those on the market last year, he says.

Minneapolis, Minn.—The Tribune Deere Bicycle Agency, Sixth Street and First Avenue S.; store burglarized, and two wheels stolen.

New York, N. Y.—The International Supply Co. of New York, which has just been incorporated, will sell a new invention for bicycles. In describing the invention, John T. McCarrier, of the St. Paul Building, said: "The object of this invention is to effect the easy running of bicycles and other vehicles using ball bearings. The six principal bearings in a bicycle generally contain sixty-four steel balls, each having five points of contact within the bearings. This device reduces the points of contact 60 per cent. and many of the contacts develop little or no friction. The device is simple, self-adjusting, cannot get out of place or repair, and will last longer than any bicycle."

Springfield, Mass.—Clinton B. Kidder, for two years superintendent of the Overman Wheel Co., has resigned his position with that company. It is a surprise for the people at the Falls, as Mr. Kidder was well liked among his employes. The assistant superintendent will fill the vacancy temporarily.

Swainsboro, Ga.—George N. Bell, bicycles; store burglarized and bicycle stolen.

Washington, D. C.—United States Consul Group has made a report to the State Department in regard to the bicycle trade at Malta, in which he says: "The roads of Malta, as a rule, are hard and smooth, and, with the exception of the period from May to November—during which time most of the people who ride wheels are away—are well patronized. The wheels are chiefly of English manufacture. There are a few American bicycles used, but they have been specially ordered, and their presence is not due to any influence of our manufacturers. American wheels are well regarded, the fact that a wheel is from the United States being sufficient guaranty of its reliability. By a little enterprise it is possible to gain a good market here for our wheels. At the beginning of the season, October 1st, people are returning for the winter months, and from that time on there is quite a brisk business done, both in the way of new wheels and in sundries, the assortment of the latter being somewhat limited. There seems to be no disposition to discriminate in the way of nationality of manufacture, and, while English wheels at present hold the market, American wheels are not sold only because the dealers here have not been brought into direct communication with our manufacturers."

West Oakland, Wis.—Homer Prescott will accept agency for good bicycle.

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL. . .

Rings While Button is Pressed.

LATEST NOVELTY OUT.

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GENERAL HARDWARE,

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OLIVER AMES & SONS, NORTH EASTON, MASS.

NORWALK LOCK CO., SOUTH NORWALK, CONN.

SNELL MANUFACTURING CO., FISKDALE, MASS.

SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.

GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.

NATIONAL SAW CO., NEWARK, N. J.

NICHOLSON FILE CO., PROVIDENCE, R. I.

G. W. BRADLEY'S SONS, WESTPORT, CONN.

ANTON AUER, BROOKLYN, N. Y.

BRAINERD-TANNER CO., ALBANY, N. Y.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852.

Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS - - SEND FOR CATALOGUE.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO.,

A. CHIPMAN, Treas. EAST CAMBRIDGE, MASS.

THE ST. LOUIS WASHING MACHINE.

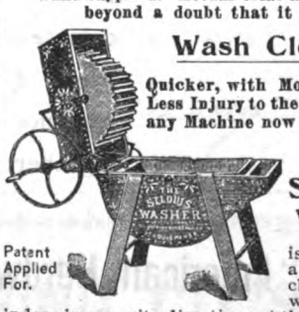
UNEQUALED IN EFFICIENCY,

Capacity, and Perfect Working Qualities.

Consrtucted on Scientific Principles. A long felt want supplied. Actual trial has proven beyond a doubt that it will

Wash Cleaner,

Quicker, with More Ease and Less Injury to the Clothes than any Machine now in Use. . .



Patent Applied For.

The St. Louis Washer is a double acting machine, working with two cylinders in opposite directions at the same time, thus cleansing the clothes more thoroughly than could possibly be done on the old fashioned board or any other washing machine now on the market. It is so arranged that it is absolutely impossible to tear the clothes, and works so simply and easily that a child can work it without fatigue.

New York Office, 168 Chambers St.

Man'f'd by the **ANTHONY WAYNE MFG. CO.,**

Ft. Wayne, Ind., and St. Louis, Mo, U. S. A.

TRAVELING HARDWARE SALESMEN

You can obtain a profitable side line; easily handled; great seller; taking novelty; no competition, by addressing promptly,

P. O. Box 63, Pine Orchard, Conn.

Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS.

Representing Leading Manufacturers.

(Accounts Solicited.)

304 Magazine St., New Orleans, La.

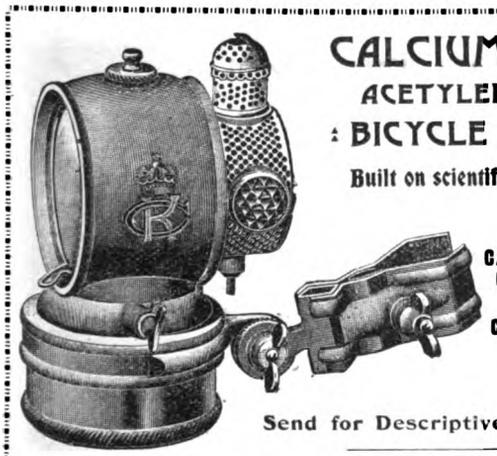
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CALCIUM KING

ACETYLENE GAS

: BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

GEO. H. CLOWES MFG. CO.,

202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS

EDWARD MILLER & CO.,

Factories and General Office,

...MERIDEN, CONN...

STORES:

63 Pearl St., Boston, Mass., and 28-30 West Broadway, New York

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May take advantage of the following liberal offers:

1. "American Hardware Trades Reference Book," published by Thomas Publishing Co., with "HARDWARE" for one year, will be sent on receipt of **$1.50.** Those who are already paid subscribers to "HARDWARE" will receive the book, on sending **50c.** This book is a complete directory of the manufacturers of Hardware in the United States. Each manufacturer is classified under the name of every article he makes. The financial rating is given in each case; 8000 Names; 25,000 Headings.

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2. "Ladd's Discount Book," with "HARDWARE" for one year, for **$3.00** Single Index, and **$4.00** Double Index. Present subscribers will be credited for one year in advance. If you have to calculate discount this comprehensive work will save many times its price in time, trouble and mental strain. Its comprehensive character may be realized from the fact that it contains nearly 200 pages of positively accurate tables or more than 120,000 computations giving at a glance the net of any sum at all discounts from 1 per cent. to 95 per cent. together with a great range of combinations.

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3. "American Hardware Store," with "HARDWARE" for one year, for **$3.00.** The "AMERICAN HARDWARE STORE," containing 450 pages and 50 illustrations, is an exhaustive treatise on the most approved methods used by the successful merchants of this country to arrange, display and sell Hardware. It is edited by R. R. Williams, editor of the *Iron Age*, and published by the David Williams Co., of this city, at $3.00. By a special arrangement, we are enabled to combine "HARDWARE" with the book at the same price. Present subscribers will be credited for a year, in advance of their present subscription.

Fill out Order, and address as below:

ORDER BLANK.

HARDWARE PUBLISHING CO.,

NO. 143 CHAMBERS STREET, NEW YORK CITY

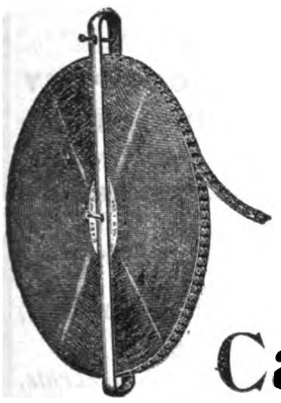
Gentlemen: Inclosed please find _____ dollar and _____ cents for which please send me postpaid "HARDWARE" for one year and _____ offered as a premium.

Name _____

Address _____

N. B.—All premium offers, except where otherwise specified, apply to **NEW SUBSCRIBERS ONLY.**

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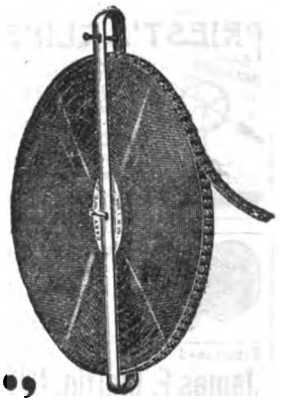


NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the



Cary Manufacturing Co.,

sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

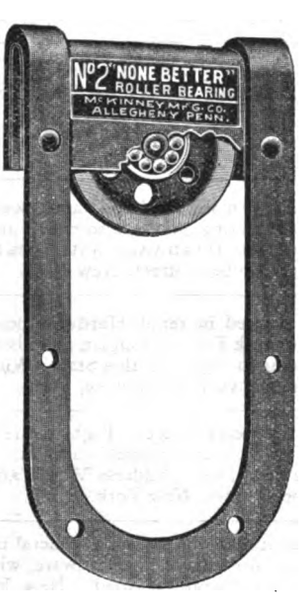
Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres't

McKINNEY MANUFACTURING CO.'S

Steel Door Hangers and Tracks.



"NONE BETTER" Brand.

Also STAY ROLLERS.



WRITE US FOR PRICES.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

WANTED: Good man who can buy and sell Hardware. sweep the store and be useful in general store. Salary $60.00, or share in the profits. THE PEOPLES SUPPLY CO, Telluride, Col.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O.Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

Situations Wanted.

THOROUGH Hardwareman, age 26, a hustler, A1 references. desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

MANUFACTURERS of important lines of Hardware or popular specialties; desiring an intelligent representation in Chicago, capable of covering the Western trade centering in that city; may find it advantageous to enter into correspondence with the subscriber, who possesses the necessary experience to complete arrangements which would be found profitable to those interested. Address "UP-TO-DATE," care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced young man who has held similar positions in some leading business houses abroad, desires a situation in large Hardware or manufacturing concern, with chance of advancement; salary lowest to start on; highest recommendation from former employers. Address G. L., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT": No. 3027 Poplar Avenue, Chicago, Ill.

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Situations Wanted.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK Box 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

BOOKKEEPER.—Competent double entry bookkeeper and cashier of many years' experience, possessing energy and business abilities, is open for engagement with wholesale house or manufacturing concern Married. Best of references as to character, etc. Address BOOKKEEPER, care HARDWARE, No. 143 Chambers Street, New York.

A FIRST CLASS buffer wishes a position; is a first-class worker on Hardware and all kinds of metal; bicycles preferred; union shop if possible. OTTO DIETRICH, No. 7 Comes Street, Newark, N. J.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN experienced salesman, representing a first-class steel range and stove company, soliciting business in Minnesota, North and South Dakota, and part of Wisconsin, is desirous of good side lines, not in conflict with stoves, on a commission basis, Hardware specialties and cutlery preferred. Have extensive and favorable personal acquaintance with the trade and first-class references. Address S. T. M., No. 28 North Tenth Street, Minneapolis, Minn.

WANTED—Hardware salesmen capable and well informed, wanted to side-line the best saw-tool in existence. Liberal commission paid. Address or call upon the BENNETT COMBINATION SAW TOOL CO., No. 159 East Houston Street, New York City.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

For Sale.

OWING to the death of the proprietor, it is desired to sell the Hardware business situated at No. 388 Second Avenue, New York City. All information can be obtained on personal application. Apply on premises, JACOB SCHAUS, Executor, No. 388 Second Avenue, city.

FOR SALE—$2500 to $3000, stock of Hardware, stoves and fixtures, also tinners' tools; located in live country seat in central Kansas. Enormous wheat crop; corn looking well. Address Box 321, Lincoln, Kan.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

Agency Wanted.

BY AN EXPERIENCED AND SUCCESSFUL SALESMAN OF HARDWARE, GUNS AND CUTLERY. TERRITORY SOUTHERN STATES. ENGAGEMENT WITH MANUFACTURER PREFERRED. ADDRESS "SUCCESS," CARE HARDWARE, No. 143 CHAMBERS STREET, NEW YORK.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if reqnired. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

H. & R. ARMS CO.'S

Widely known **AUTOMATIC** is fully up-to-date, and made in 32 and 38 calibers with 3½, 4 and 5 inch barrels, central fire, S. & W. cartridge. Also makers of the

PREMIER AUTOMATIC **DOUBLE ACTION REVOLVERS**



in 22 caliber Rim Fire and 32 caliber Center Fire with 3 and 5 inch barrels.

Send for complete Catalogue.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

ALUMINUM SIGN LETTERS AND FIGURES, 7 STYLES, 36 SIZES.

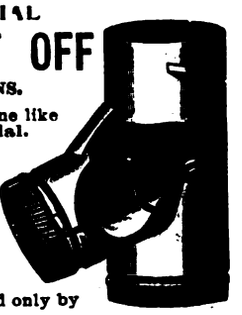
Complete stock always on hand. Exclusive manufacturers and originators of the only Interchangeable Script Sign Letter. A fine line of House Numbers, Name and Door Plates, and Street Signs. Aluminum Trade Checks, Aluminum Bicycle Chain Guards, Aluminum Castings. We challenge comparison for promptness, quality, and prices. Illustrated Catalogue on application

ALUMINUM SIGN & NOVELTY CO., 174 W. Locust St., COLUMBUS, OHIO.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

MICA EUGENE MUNSELL & CO. MINERS & IMPORTERS. NEW YORK 218 WATER ST. CHICAGO 117 & 119 LAKE ST.



Patented Jan 8, 1895.

THE BIGELOW WIRE FLY KILLER. UNIVERSALLY USED.

Indispensable for Homes, Hotels, Offices and especially desirable for Sick Rooms, Sanitariums and Hospitals. DOES NOT CRUSH THE FLY. Does not soil nor mar the most delicate wall paper or ceiling. * * *

SEND FOR ILLUSTRATED CATALOGUE AND PRICES.

J. F. BIGELOW, Patentee and Sole Manufacturer, WORCESTER, MASS.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"TRACE MANY SALES TO 'HARDWARE.'"

Philadelphia Lawn Mower Co., Philadelphia, Pa. [*Lawn Mowers*]: We have been with you for some years, and can trace many sales to HARDWARE's influence.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"LIKED 'HARDWARE' FROM THE START."

Gibbs Mfg. Co., Canton, Ohio. [*Hardware Specialties*]: We liked HARDWARE from the start, and have no reason to think otherwise now.

NICKEL PLATING

LACQUERS, CYANIDE POTASH, NICKEL SALTS.

ESTAB. 1820. INCOR. 1881.
THE HANSON & VAN WINKLE CO.
OFFICE NEWARK, N.J. AND WORKS N.J., U.S.A.
NEW YORK. CHICAGO.

TRIPOLI, ROUGE, BUFFS, &c.

OUTFITS

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters..... } 40&12½%
Ship Carpenters..... }
Railroad. ..... }

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's...45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts..15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&5%
Brass Shot Shells, Club, Rival and Climax.. .....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&5%
"Smokeless" Nitro Powder... 40&10&10&10%
"Acme," Dense Nitro Powder... 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c } 25&10%
B.E., 8.....80c..B.E., 7.....80c.. }
P.E., 11 up.1.00..P.E., 9&10..$1.25 } 25&10%
P.E., 8....1.50..P.E., 7.....1.50 }

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.25
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag....$1.50
Buck Shot, 5-lb bags, ₩ bag....$ .35
Chilled Shot, 25-lb bags, ₩ bag..$1.53
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Musketry, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," OO, C, F, FF, FFF, FFFF, in kegs of 25 lb each 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Gallen Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz. $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs. $1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.80
Perfect, No 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought....8¾@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¾@9c
Trenton.....8¾@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. M Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00. 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, ₩ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B Diamond.....60&5&@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr.....33@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad, ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad..... .....40&10%
Patent Pegging..... .....50&10%

Awl and Tool Seats—
Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10..... 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—
First quality, best brands..$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@60&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co..
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chat llon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....30%
Tinned, each, $7.50.....30%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....55%
New Departure.....45@60%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.;
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5.10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $2..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00....50&10&5%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....35%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.06
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 26, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....35%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....35%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'.....	$3.50	$3.00
Jennings'.....	2.50	$3.00
Millers Falls.....		7.50 15&10%
Snell's. Rice's Pat.	3.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
1inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.40&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@35%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....35&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow
Fast Joint, Light Narrow
Fast Joint, Broad
Loose Joint
Loose Pin
Table Butts, Back Flaps, etc.
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr...$2.00@2.25
Sardine Scissors...₩ doz. $2.0 @2 25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@$1.00
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyclone Bearing	₩ doz. $37.00
Crystal.		₩ doz. $36.00
Gold Medal.		₩ doz. $24.00
Grand.		₩ doz. $36.00
Grand Rapids.		₩ doz. $22.00
Hall.		₩ doz. $60.00
Prize.		₩ doz. $24.00
Premier.		₩ doz. $24.00
Superior.		₩ doz. $24.00
Welcome.		₩ doz. $24.00

Crown Jewel, japan finish, ₩ dos $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap.₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per dos. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Missee.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic.	$20.00
Star, Broom-Action, Jap.	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$20.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap.	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap.	$20.00
Easy, Cam Action, Nic.	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic.	$24.00
Common Sense, Cam-Action, Nic.	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24 00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic.	$33.00
Mammoth, Broom-Action, Nic.	$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Rocket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.
3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$5.00 4.25 3.25 2.90 2.75 2.65 2.45 2.40
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....50&5&10
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7@75&10%
Mix
Ohio Tool Co.
P. S. & W.
Sag Harbor Tool Co.
Swan
Witherby
} 65&10&5@70&5%
C. E. Jennings & Co. No 70.....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Rox.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ D.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00....25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....35%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz $7.20 net
Mascott.....₩ doz. $3.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....⅌ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ⅌ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....⅌ gro. $2.75
Emerald.....⅌ gro. 5.00
Oriole.....⅌ gro. 5.00
Rainbow.....⅌ gro. 2.81
Solid.....⅌ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ⅌ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ⅌ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in. ⅌ doz $1.20@1.25
Victor, Coil.....50&10@50&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@30&5%
Ohio Tool Co.....75&10&5@30&5%
P. S. & W.....75&10&5@30&5%
Witherby.....75&10&5@30&5%
Watrous.....30&10@40%
L. & I. J. White.....20&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ⅌ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ⅌ doz. 75 cts. gro. $7.50
Extra Family Size....⅌ doz. $2.00
Paine, Diehl & Co.'s Keystone .33⅓%
Spiral.....⅌ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....⅌ gro. $5.00
Dover, No. 10.....⅌ gro. $8.00
Dover, Steel Handle No. 10, ⅌ gro.....$6.00
Dover, Extra Heavy, No. 15, ⅌ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ⅌ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$3.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ⅌ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$3.00 each.
Spark Coils, 10 pt.....$4.40 each.
Spark Coils, 12 pt.....$5.80 each.
Tape, Insulating.....80c. ⅌ lb.
Tube, Speaking..$21.00 ⅌ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ⅌ doz.
Whistles, Speaking Tube, Porcelain.....75c ⅌ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, FF.
Kegs, ⅌ lb.	4½c	5c	8c
½ kegs, ⅌ lb.	4¾c	5½c	8½c
¼ kegs, ⅌ lb.	5c	5¾c	8¾c
10 lb cans, 10 in case....	6c	6½c	9½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ⅌ gro.....$4.50
No. 6, ⅌ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....⅌ doz. $3.00
Popes.....⅌ doz. $3.00
Wilkinson's.....⅌ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Patroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....10&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....50%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ⅌ doz. $36.00.....40%
Lane's ⅌ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Diston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....30&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ⅌ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....30%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@30%

No.	0	1	2	3	4
⅌ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
⅌ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ⅌ 1000 ft..$2.60
Common Cotton Fuse, ⅌ 1000 ft.$2.90
Single Taped Fuse ...⅌ 1000 ft.$3.60
Double Taped Fuse...⅌ 1000 ft.$4.70
Triple Taped Fuse....⅌ 1000 ft.$5.70
White Gutta Percha Fuse, ⅌ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....⅌ doz. $2.50
In lots of 3 doz.....⅌ doz. $2.35

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ⅌ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ⅌ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $1.50
Assorted 2 and 3.....⅌ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $3.00
Assorted 2 and 3.....⅌ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....⅌ doz. $9 00
Edgar's Nutmeg..⅌ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....⅌ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....⅌ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works: '96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...⅌ lb 40c
3 to 5 lb.....⅌ lb 35c } 30@30&10%
Over 5 lb.....⅌ lb 30c
Wilkinson's Smiths....2½c@10c⅌ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....60&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33½....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@70&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60&5%
New Model....40&10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....50&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00 60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85& 85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, for jobbers....$6.00
Wadsworth's....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D..2½c; 14 to 20 in., ₩ D..3½c; 22 to 36 in., ₩ D..2 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75& 10&5&10%
Heavy Strap Hinges. 80&10@80& 10 &10%
Light T Hinges....7 @70 &10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges..80@80 &10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Zeil's American....30%
Matchless, Double Acting....25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $12.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....80&5%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....80%
Gem....30%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $18.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 2, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5....80&10&5%
Champion Gravity Locking, No 75....60&10&10%
1888, Old Pat'n, Nos. 1, 2 and 5, 60&10%
Tip Pattern, Nos. 1, 2 and 5, 80&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 2 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter....80&10&5%
Pioneer, Nos. 000, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10....80&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4 50 net
Cotton....80&10%
Dunlap's Boys', Ladies', Toy....30%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Mario....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....₩ gr. boxes..$3.00@3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $2.00
Perfect Rings....₩ gro. $7.00@7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....30&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&10&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....60&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....60@60&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....60&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%
American, all sizes, 9½c....net						
Ausable	23c	23c	23c	24c	26c.	40&10&5%
Anchor	23c	21c	20c	19c	18c.	40%
C. B. K.	25c	23c	22c	21c.	21c	40%
Capewell	19c	18c	17c	16c	16c.	10&5%
Champlain	28c	25c	25c	24c	26c	40&5&2½%
Clinton Fin.	19c	17c	16c	15c	14c.	30&10&5%
Essex	26c	26c	25c	24c	26c.	40&10@50%
Lyra	9½c	9½c	9½c	9½c	9½c., net	
Maud S	26c	23c	22c	21c.	21c	50&10&5%
Northw't'n	26c	26c	23c	21c	20c.	25@25&5%
Putnam	26c	21c	20c	19c	18c.	35%
Snowden	9½c	9½c	9½c	9½c	9½c., net	
Vulcan	26c	21c	20c	19c	18c.	35%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobbers...$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@5.25
Gibbs' Rubber Cush'd. ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.50@7.75
Hartford Side-Weight, Light and Medium....$6.50@7.00
Perkins Improved Snow....₩ [illegible]
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools....₩ doz. $4.00
} 33⅓&10&5%
Sargent's Ice Awls....45%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..25%
No. 34....₩ doz. $15.00..25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives....35@35&10%
Shoe Knives....25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hemacite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel..₩ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace....₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft...$1.00
Cut Lacings, 5/16 in., ₩ 100 ft. $1.25
Cut Lacings, ⅜ in., ₩ 100 ft...$1.50
Cut Lacings, ½ in., ₩ 100 ft...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft...$2.75
Cut Lacings, ¾ in., ₩ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....60&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25%
Gibbs' Arc....℔ doz. $10.00
Gibbs' Hustler....℔ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
℔ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe....℔ ℔ 6c
Lead Pipe, Tin Lined....℔ ℔ 12½c
Block Tin Pipe....℔ ℔ 23c
Sheet Lead....℔ ℔ 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ℔ doz. $6.50; 2, $3.25 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ℔ doz. $9.60
Jennings' Star...℔ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$6.25@$3.50
Porc. Lined, Wood....℔ doz. $6.00 50&10@40%
Wood, Common ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓&5%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 6....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...30&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓&5%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....30&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 28 to 30....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45&5%
Charles Parker Co....45&5%
Yale....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....50@50&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices
TRUNK—
Corbin's....35%
Eagle....35%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—
American....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's....℔ doz 33⅓%
Nos....1 2 3 4
$14 $17 $19 $30
Enterprise....25%
Nos....10 12 22 32 42
Each...$3 $3.50 $4 $6 $15
Hales Pattern ℔ doz....70@70&5%
Nos....11 12 13
$27 $33 $45
Home No. 1..℔ doz $26....60%
Little Giant....50&10%
Nos. 205 210 212 220 222
$35 $43 $44 $72 $68
Miles' Challenge ℔ doz...45@45&10%
Nos....1 2 3
$32 $30 $40
Perfection....net
Woodruff's ℔ doz....33⅓%
Nos....100 150
$15 $18
Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ℔ doz $60.00

Meat Juice Extractors—
Enterprise....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ℔ ℔..25c
No Name....℔ ℔..15c
Mystic....℔ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....℔ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ℔ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....67½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....℔ doz. $18.00..25&10&10%
Giant, No. 1, ℔ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....℔ doz $18.00, 20%
National....℔ doz. $24.00, 40%
Pelican....℔ doz $9.00, 15&10%
Scranton No. 2....℔ doz. $10.00
Scranton No. 3....℔ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ℔ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled, ℔ gro. $10.00
Hunters' Cup Point, Plain, ℔ gro. $9.00
Octagon....℔ gro. $4.00@$4 75
Round, assorted....℔ gr. $3.00@3.25
Square....℔ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ℔ gross $30.00..40%
Acme, Nickel Plated, ℔ gro. $36.00 20%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.20

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers....℔ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ℔ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ℔ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2¾ to ⅝ at back, ⅛ to 5-16 edge ℔ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ℔ ℔....70
Discount 33⅓&5.
Pike's Washita Mounted No. 1:
8x2, ℔ doz....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅜ to 1¼, ℔ ℔.... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c....40%
Boston "Phoenix" Red Sheet, per ℔....50c.net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ℔ ℔
Cotton Packing....14c@15c ℔ ℔
Italian Packing....11c@12c ℔ ℔
Jute....5½c@6c ℔ ℔
Russian Packing....13½c@14c ℔ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance....℔ doz $4.50
Baldwin....℔ doz 5.00
Bonanza....each 5.00
Daisy....℔ doz 3.50
Dandy....each 7.50
Eureka, 1888....each 16.00
Family Bay State....℔ doz 12.00
Favorite....℔ doz 5.00
Gold Medal....℔ doz 4.00
Ideal....℔ doz 4.00
Improved Bay State.℔ ds..$27@30.00
Little Star....℔ doz 4.00
Monarch....℔ doz 13.50
New Lightning....℔ doz 5.50
Oriole....℔ doz 4.00
Penn....℔ doz 8.00
Perfection....℔ doz 4.00
Reading, 72....℔ doz 4.00
Reading, 78....℔ doz 7.00
Rocking Table....℔ doz 5.50
Scott's Pat. Rotary, ℔ doz $15.00, 20%
Turntable....℔ doz 4.50
Victor....℔ doz 13.50
Waverly....℔ doz 3.75
White Mountain....℔ doz 4.00
POTATO—
Saratoga....℔ doz 5.50
White Mountain....℔ doz $4.50

Pencils—
Dixon's:
Carpenters'....℔ gr. $2.25@7.75
Carpenter, Blue or Red Lead....℔ gro. 4.00@7.50
Lead....℔ gro. 2.18@4.88
Lumber....℔ gro. 6.87
Mascot, Hexagon....℔ gro. 4.75
Mascot, Round....℔ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@60%
Miscellaneous....25&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....20&5@25%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ℔ doz. $12 00....25%
Flat and Round Nose....33⅓&5
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Hall's Nippers, ℔ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ℔ doz $13.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6¢ dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....℔ ℔ 8c
Joseph Dixon's....℔ gro $5.75, 10%
Gem....℔ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ℔ doz. $ .75; ℔ gr. $6.50
1½ qt. ℔ doz. $ .85; ℔ gr. $8.00
2 qt., ℔ doz. $1.15; ℔ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...℔ doz. $12 00
Hercules, No. 25....℔ doz. $11.00
Invincible, No. 6....℔ doz. $10.00
Pioneer, No. 714....℔ doz. $ 9.00
Lock Lever, No. 20...℔ doz. $12.00
Universal, No. 49....℔ doz. $ 4.00
New Champion, No. 37 ℔ doz. $ 7.00
Iron Handle, No. 38...℔ doz. $ 5.00
Ryan's....℔ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ dos $12.00, 25@25&10%
Henry's Pruning Shears ₱ dos $3.50@$3.75
Kobler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ dos.....$2.50@$3.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ dos $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 22, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 55, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 493, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....55%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ dos $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ dos.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In.	½	⅝	¾
Per 100 feet	$1.40	1.85	2.30

Barn Door, "None Better" No. 1, ₱ foot.....3¼c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2½c
Lanes' O. N.T.....₱ 100 ft. $3.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron, ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₱ ₱, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot. 60&10&3½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.20@$3 40
Lawn Queen, Impr'd, net ₱ doz. $3.30@$3.50
Catch All...net ₱ doz. $3 15@$3.25
Jumbo.....net ₱ doz. $7.00 @$9.00
Paragon....net ₱ doz. $3.85@$3.00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75@15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓&5%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with burrs.....50%
Burrs only.....40%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or coppered.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope—

Cotton Rope, Best,
¼ in. and larger.....₱ ₱ 13 @14c
Medium, ¼ in. and larger.....₱ ₱ 10 @12c
Common, ¼ in. and larger.....₱ ₱ 8½@10c
Jute Rope.....₱ ₱ 5 @5½c
Manila:
7-16 in. and larger.....₱ ₱ 11½c
⅜ in.....₱ ₱ 10½c
¼ and 5-16 in.....₱ ₱ 11½c
Hay Rope, Med.....₱ ₱ 10½c
Sisal, ½ in.....₱ ₱ 9½c
¼ and 5-16 in.....₱ ₱ 10½c
7-16 in. & larger.....₱ ₱ 9½c
Med. L'th Y'rn.....₱ ₱ 8½c
Hay Rope.....₱ ₱ 9½c

Rules—

Athol, Steel.....33⅓&5%
Boxwood.....80&10&10&10%
Ivory.....50&10@30&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ ₱ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ₱ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles. ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No. E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.35
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz.$9.30
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers. ₱ doz.....$3.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ₱ 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&50%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....80@80&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ₱ 16c
Cable Laid Russia....₱ ₱ 13½c@14c
Common India.....₱ ₱ 8½c@ 9c
Common Russia Sash.₱ ₱ 12½c@13c
Patent India.....₱ ₱ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ₱ 30c
"Samson" Braided Drab, Cotton.....₱ ₱ 35c
"Samson" Braided Italian Hemp.....₱ ₱ 33c
"Samson" Braided Linen, ₱ ₱ 56c
Silver Lake:
A Quality, Drab.....₱ ₱ 40c. 15@15&7½%
A Quality, White.....₱ ₱ 3.c. 15@15&7½%
B Quality, Drab, ₱ ₱ 35c..... 15@15&7½%
B Quality, White ₱ ₱ 30c..... 15@15&7½%
White Cotton Braided, ₱ ₱ 31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $30.00@$31.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....20%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....35%
Woodrough & McFarlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....35%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓&5%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 8 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....35%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ dos.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. L. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&10%
Pat. Excelsior.....5&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $13.50%
Howard-Allard.....60&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ dos., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 66.....75&10%
Buell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....33⅓%
Hand Rail.....33⅓%
Lag Screws. List Jan. 30, 1896. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech. ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $3; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2&50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....85&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....50%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S. S.....90&30%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box. ₩ box $2.00
Bonnie Blue.....₩ box $1.50
Can Opener Carpet Tacks. ₩ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....35&2½&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.. .....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.35
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.75
Floor Hooks, ¾ in. ₩ doz. .55
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$2.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$2.00
Malleable Rafter Brackets, ₩ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft.....09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 3%.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5(@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ d z $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire.₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $12.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz..$5.50
Yankee Rat Trap, ₩ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₩ gro., $4.50
Snap Shot, 4 Hole....₩ gro., $6.50

FLY-

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....20%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector.70&10%

WINDOW—

Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....30@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50&10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $20.00.....60&20%
Daisy, ₩ doz., $12.00.....60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....25&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....40%
Bright Wire Goods, Standard list 90&1 @90&20%
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18.....80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft.,$1.00@$1.10

Wire Rope—

List.
Cast-steel.....30&2½&2% cash
Iron.....30&2½&2% cash
Iron, Galvanized..30&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Allen's Pocket (Bright)..$2.00@3.20
Alligator.....70%
Armstrong's 40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%

No. 3 Pipe, Bright.....50%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@35½%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine..... ....40&10&5&5&3%
"Mechanics'"..... 40&10&10 &5&5&3%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.... .....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme ....60@60&5%
All Steel Pipe.....50&10@ 0<
Always Ready.....35@40&10
Bull Dog.....50&10%
Diamond Cycle.....₩ doz $3.0
Drop Forged Engineers.35@40&10 %
Hercules. .....70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.50&10 @50&10&7½%
Regular.....30&2@ 0&.0&5%
J. H. Williams 35%

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In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1892...2%
NOTE.—On lots of 1 dozen a discount of 10s is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .₩ gallon.....36c
Linseed, City, Boiled, in barrels ₩ gallon.....38c
Out of Town on Spot..₩ gal.....38c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....43@45c
No. 1.....30@33c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$22.50
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....4¾@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net.....6¼c
In lots of 500 pounds and over, ₩ lb.....5¾c
White Lead, Foreign, in Oil, ₩ lb 8@8¾c
Litharge, Kegs, ₩ lb.....5½@5¾c
Zinc, American, Dry, ₩ lb....4@4¼c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....29@——c
In machine bbls.....30@——c

Dry Colors—

Blue, Chinese.....₩ lb 30 @35
Blue, Prussian.....₩ lb 29 @33
Blue, Ultramarine..₩ lb 6 @25
Sienna, Italian, burnt & powdered ₩ lb 4½@10 c
Sienna, Italian, raw & powdered...₩ lb 3 @4½c
Umber, Turkey, burnt.....₩ lb 2½@3½c
Umber, Turkey, raw.....₩ lb 2½@3 c
Green, Chrome, Ordinary.....₩ lb 4 @12 c
Green, Paris, in bulk,₩ lb 13½@15½c
Indian Red, American.....₩ lb 2½@ 3 c
Indian Red, English..... ...₩ lb 4½@8½

Colors in Oil—

Black Coach Japan ₩ lb..18½@20
Black Coach Japan, in Oil.....₩ lb 12 @13 c
Black Drop.....₩ lb 7 @10 c
Black Lampblack, Best..... ₩ lb 12 @15 c
Black Lampblack, common .....₩ lb 7 @10 c
Blue, Chinese.....₩ lb 35 @40 c
Blue, Prussian .....₩ lb 25 @25 c
Blue, Ultramarine..₩ lb 16 @21 c
Sienna, bur't .....₩ lb 8 @12 c
Sienna, raw.....₩ lb 7 @10 c
Umber, burnt.....₩ lb 7 @10 c
Umber raw.....₩ lb 6 @10 c
Brown, Vandyke....₩ lb 7 @12 c

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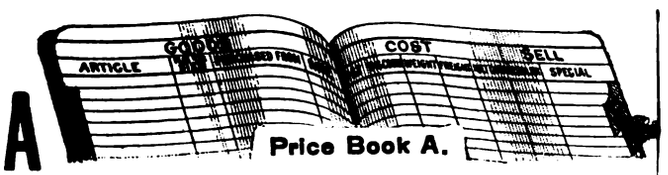
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

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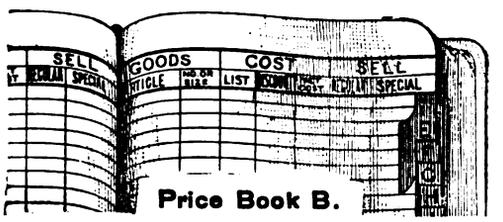


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Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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A, 200 pages, - - $1.00 **A 2**, 400 pages, - - $1.50
A F, 200 pages with flap, 1.25 **A F 2**, 400 pages with flap, 1.75

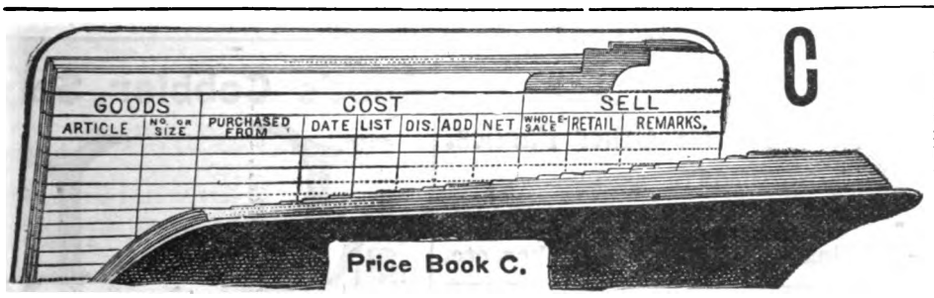


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

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Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

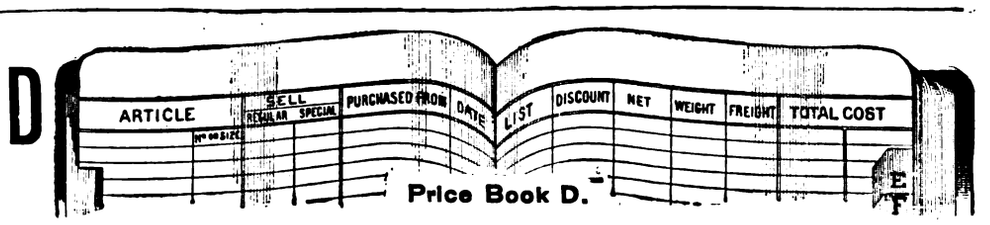
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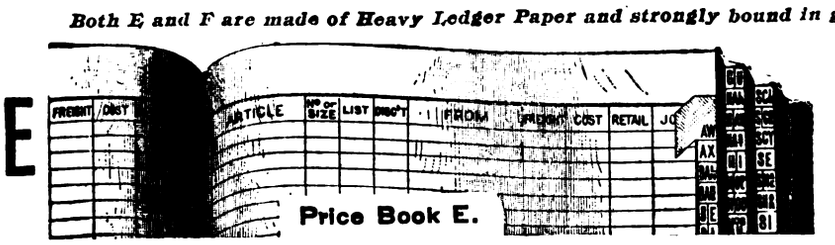
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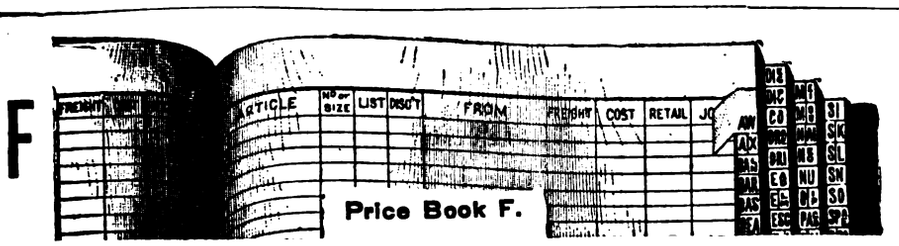


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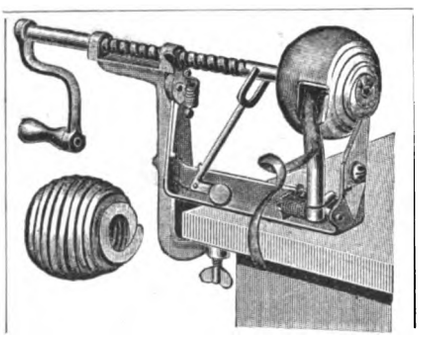
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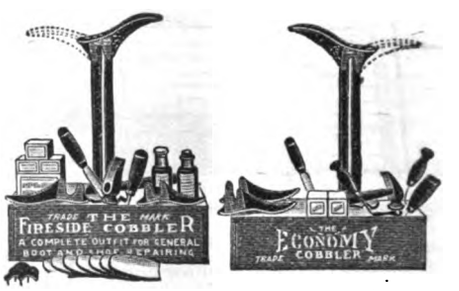
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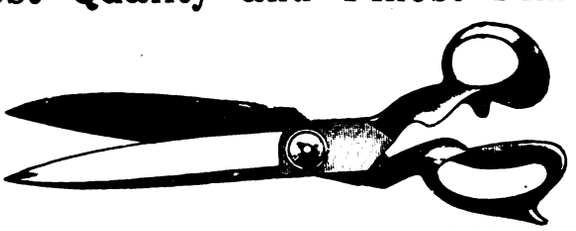
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Snell Mfg. Co., Fiskdale, Mass.

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Blocks, Tackle.

See Tackle Blocks.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Franklin S. Miles, Philadelphia.

Bone Black.

Geo. F. Taylor's Sons, New York.

Box Straps.

Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

C. H. Angus, Albany, N. Y.
Magnolia Metal Co., New York.

Brass, Manufacturers.

Waterbury Brass Co., New York

Brass, Perforated.

Harrington & King Perforating Co., Chicago.

Bread Boards.

Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Bridges.

Berlin Iron Bridge Co., East Berlin, Conn.

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Norwalk Lock Co., South Norwalk, Conn.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N. J.

Bush Cutters.

Bemont Mfg. Co., South Glastonbury, Conn.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Calipers.

Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
J. T. Slocomb & Co., Providence, R. I.

Car Sealers.

Charles Morrill, New York.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carpet Stretchers.

R. W. Montross, Galien, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Too's.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Castings.

Aluminum Sign & Novelty Co., Columbus, Ohio.
C. H. Angus, Albany, N. Y.

Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

Chisels.

Snell Mfg. Co., Fiskdale, Mass.

Chucks.

Detroit Twist Drill Co., Detroit, Mich.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Churns.

Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Clay Screens.

Harrington & King Perforating Co., Chicago.

Cleavers.

John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clock Springs.

Wallace Barnes, Bristol, Conn.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Dryer.

Hill Dryer Co., Worcester, Mass.

Coal Screens.

Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper, Perforated.

Harrington & King Perforating Co., Chicago.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Corn Hooks.

Withington & Cooley Mfg. Co., Jackson, Mich.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

Snell Mfg. Co., Fiskdale, Mass.

Crayon.

Jos. Dixon Crucible Co., Jersey City, N. J.

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Cresting.

E. T. Barnum, Detroit, Mich.

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co, Antrim, N. H.
Hammacher, Schlemmer & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cut Offs.

Cooney, Selner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co, New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Presses.

Miner & Peck Mfg. Co., New Haven, Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Holyoke, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery.

Hanson & Van Winkle Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.

Sterling Emery Wheel Co., Tiffin, Ohio.

Enamoline.

J. L. Prescott, Co., New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

Belmont Mfg. Co., South Glastonbury, Conn.

Faucets.

Boston & Lockport Block Co., Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Baker Mfg. Co., Allegheny, Pa.
E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fly Killer.

J. F. Bigelow, Worcester, Mass.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Darling, Brown & Sharpe, Providence, R. I.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
National Specialty Co., Philadelphia.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., New York.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.

Horse Nails.

Ausable Horse Nail Co , New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Snell Mfg. Co., Fiskdale, Mass.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.
Stowell Mfg & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mica.

Eugene Munsell & Co., New York and Chicago.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforatin Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Roife, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Protractors.
Brown & Sharpe Mfg. Co., Providence, R. I.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Publications.
John B. Kessler & Son, Clayton, Mich.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Queen Sash Balance Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.

Railings, Brass and Iron.
C. H. Angus, Albany, N. Y.
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F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

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John Sommer's Son, Newark, N. J.

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Tower & Lyon, New York.

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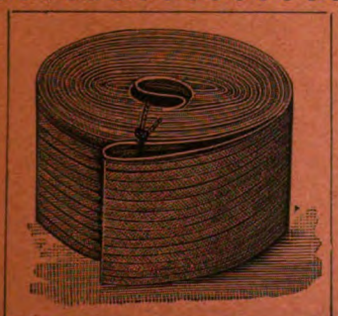
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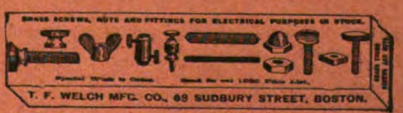
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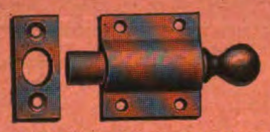
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Tensile strength one-half greater than that of any other nail made.

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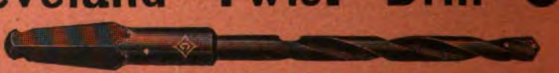
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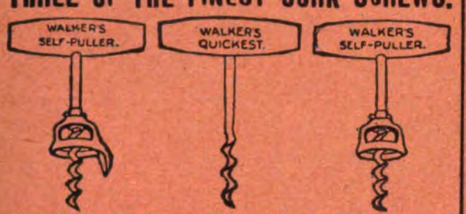
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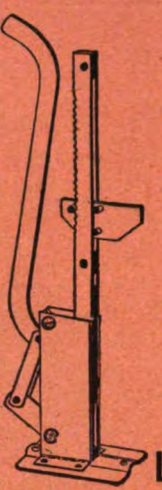
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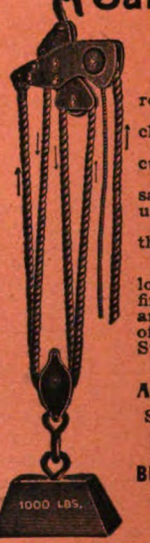
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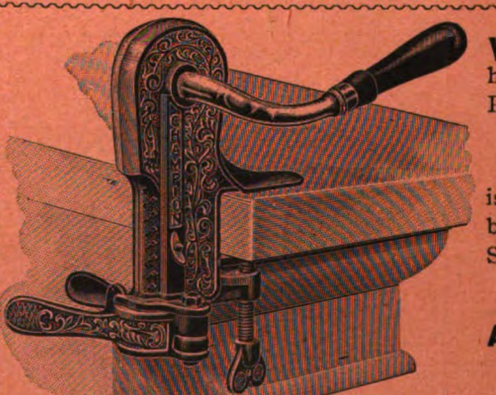
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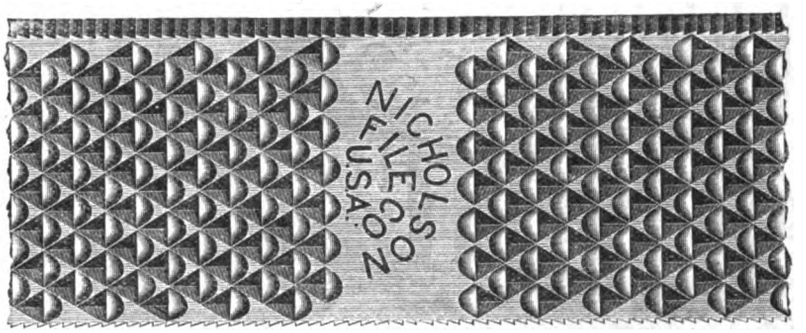
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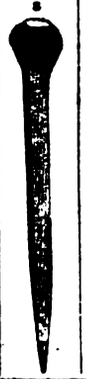
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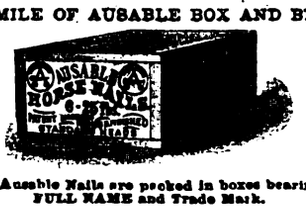
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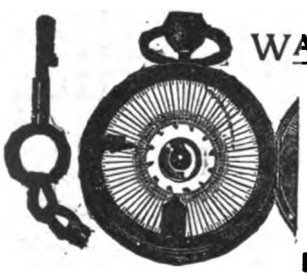
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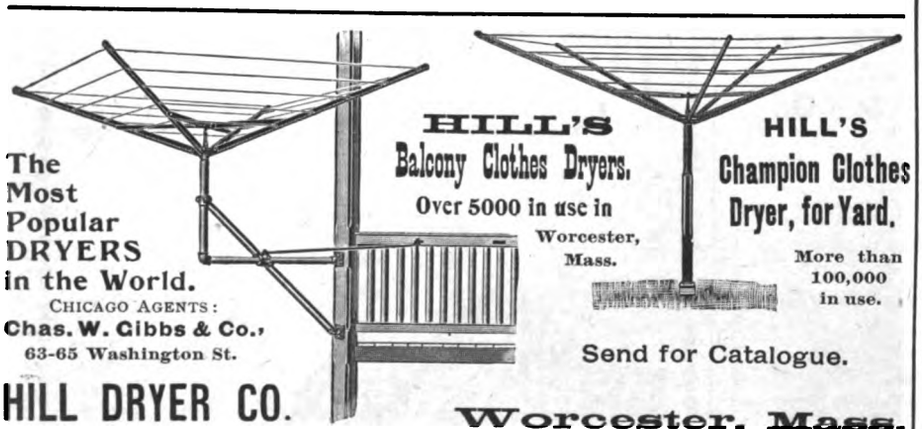
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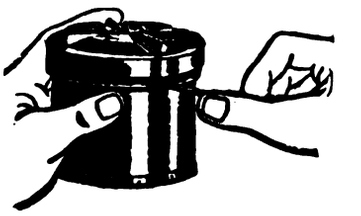
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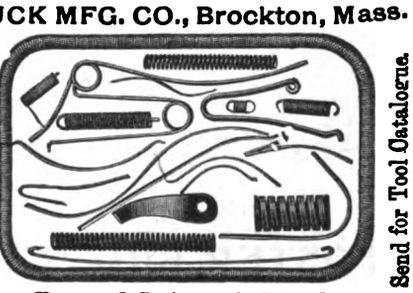
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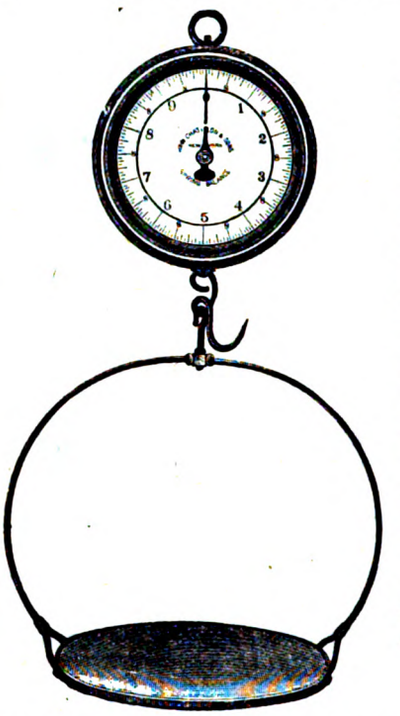
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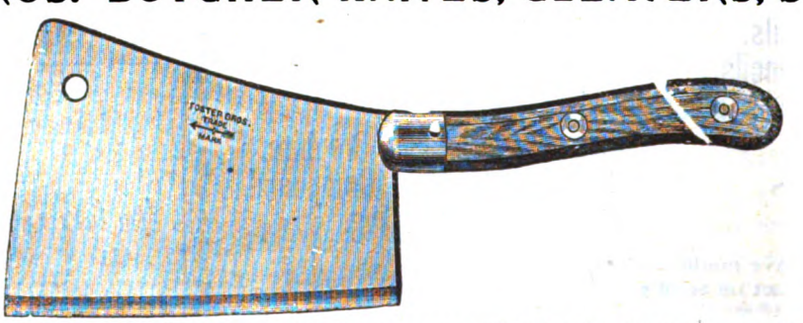
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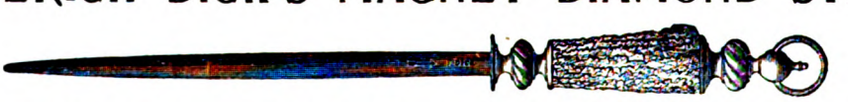
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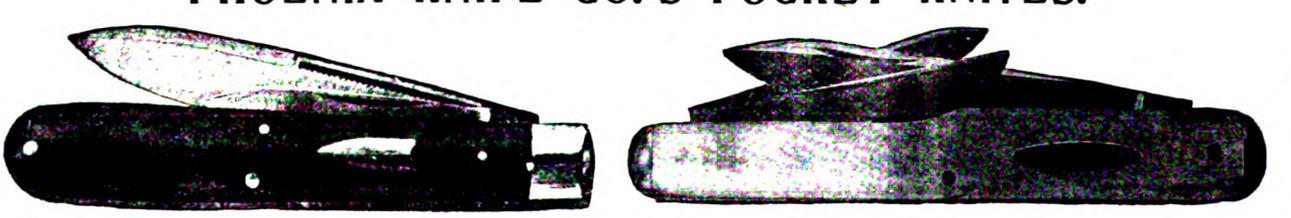
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By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

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Genuine Improved

KNIFE HANDLE

PATENT

Screw Wrenches.

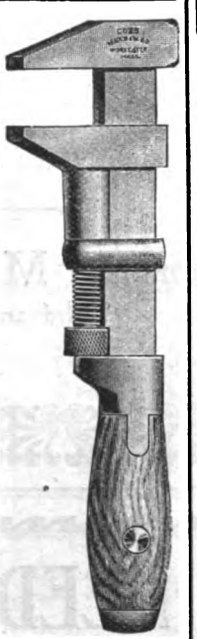
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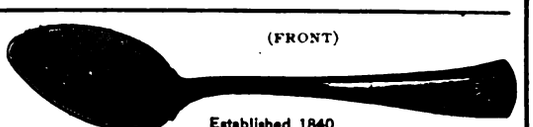
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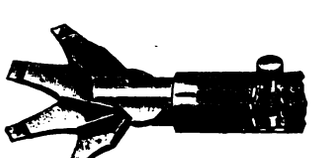
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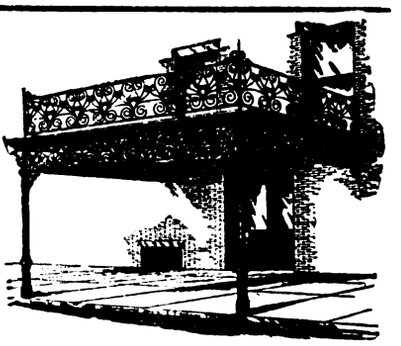
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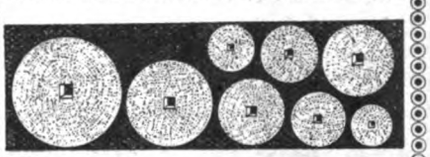
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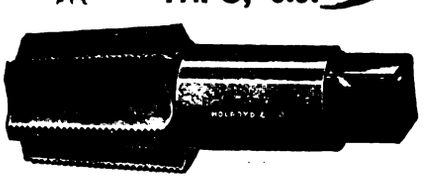
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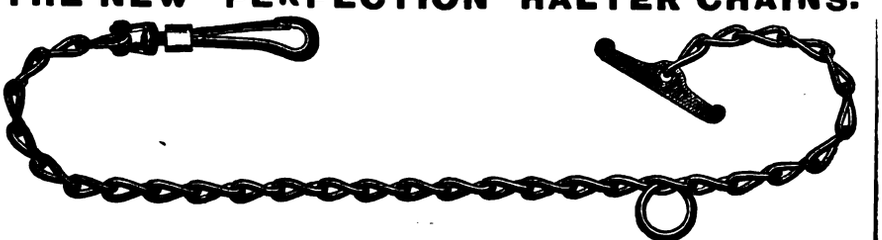
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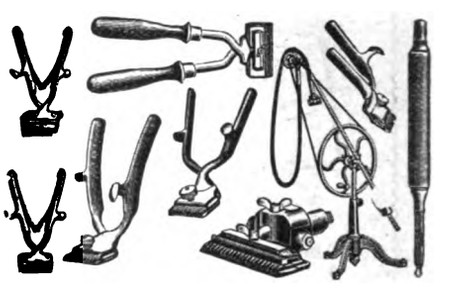
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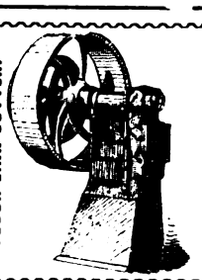


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The best made.

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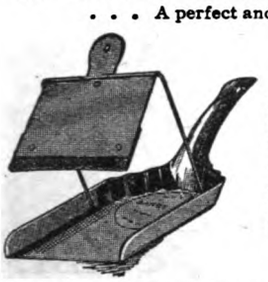


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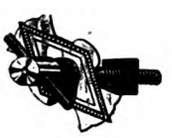
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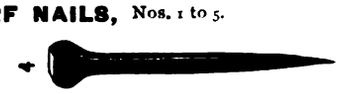

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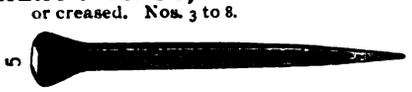
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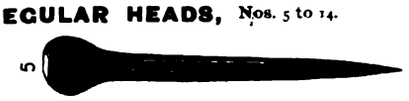
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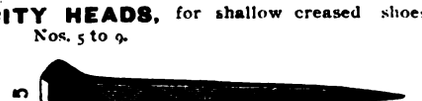
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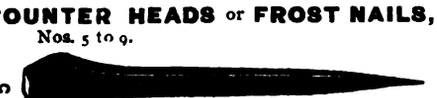
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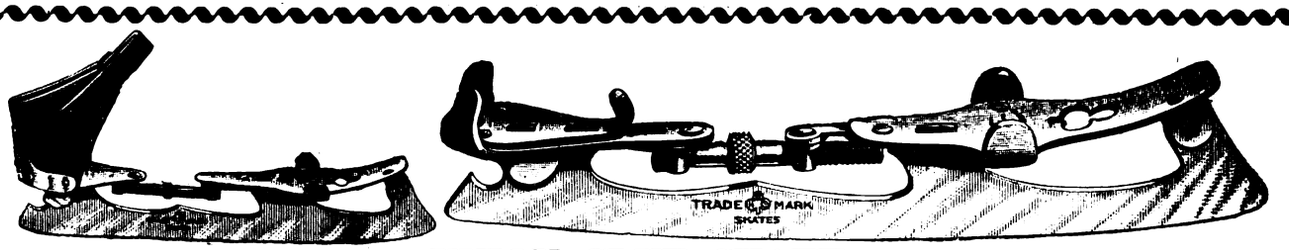
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Boston, Mass.
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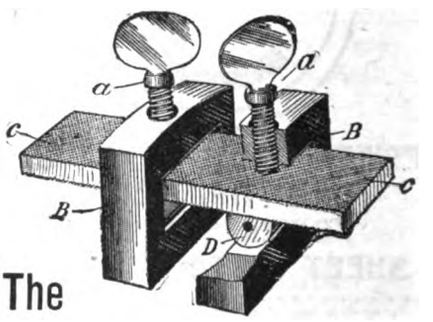


UNION CLUB SKATE.

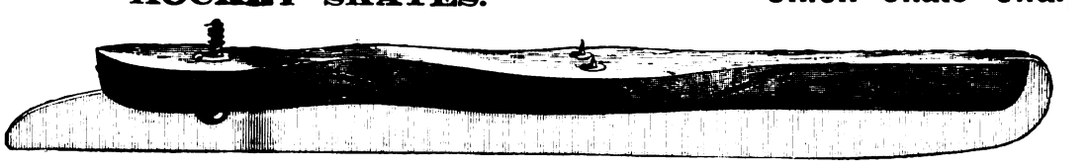




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The Union Skate Sharpener.



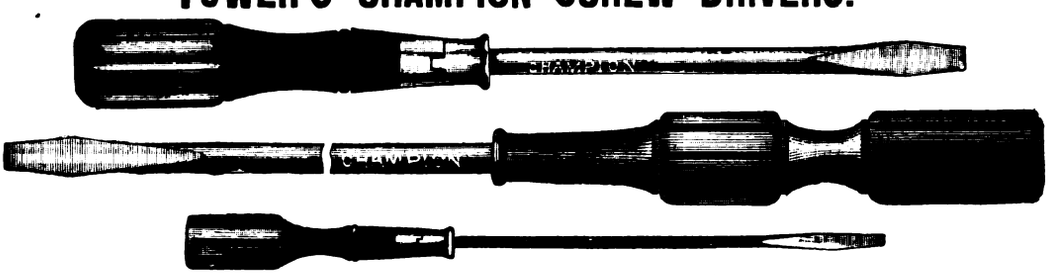
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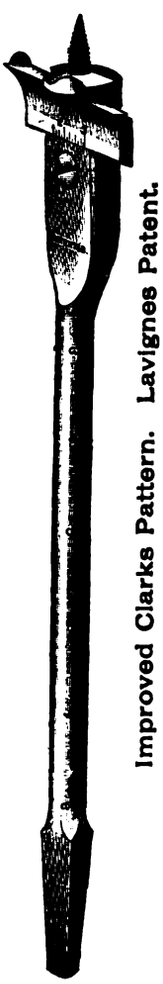
MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

TOWER'S CHAMPION SCREW DRIVERS.



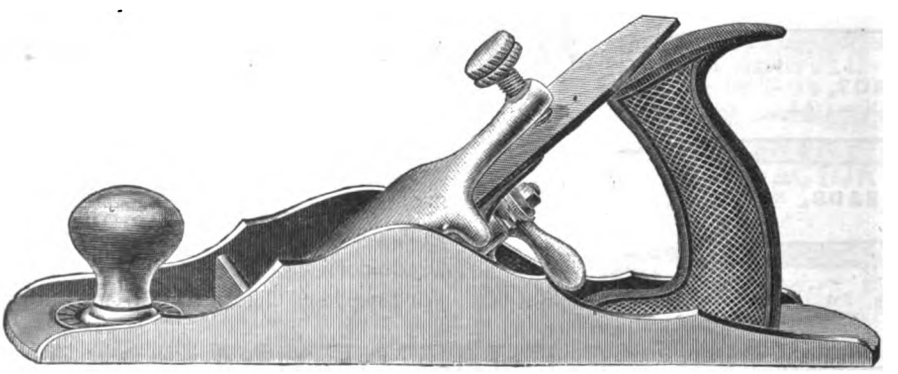


Improved Clarks Pattern. Lavignes Patent.

See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





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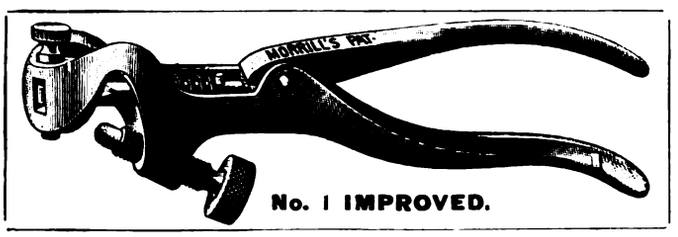
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Bench Stops, Punches, Cutting Pliers and Seal Presses.

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Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



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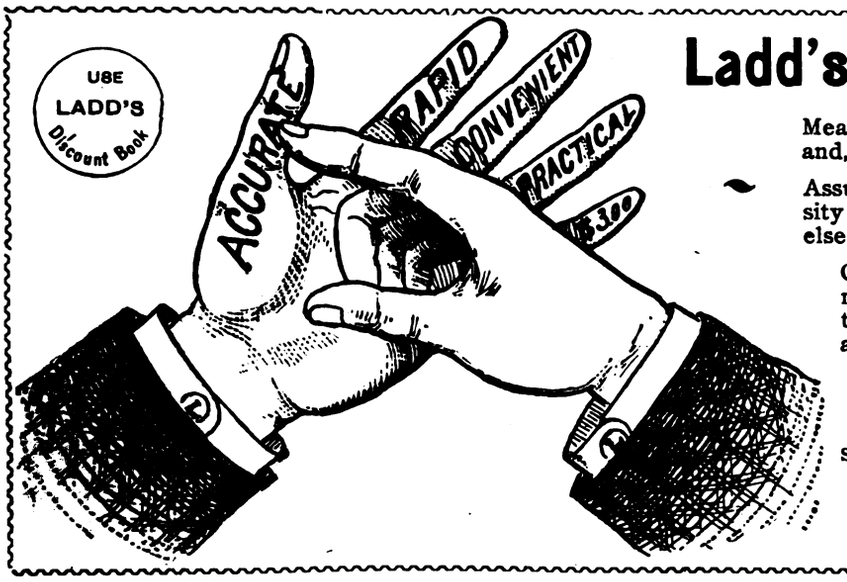
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This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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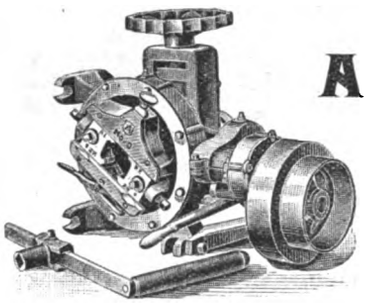
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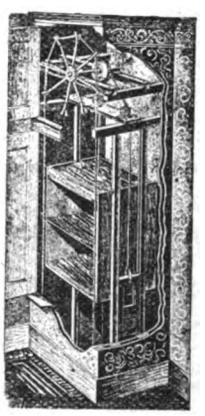
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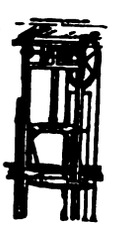
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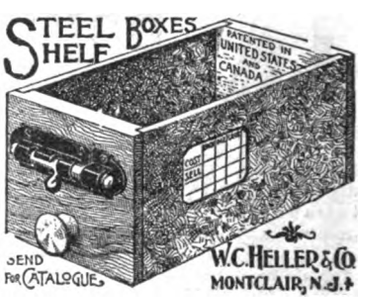
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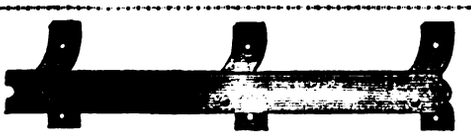

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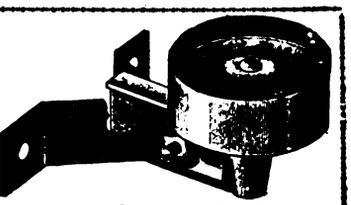
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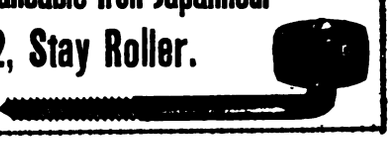
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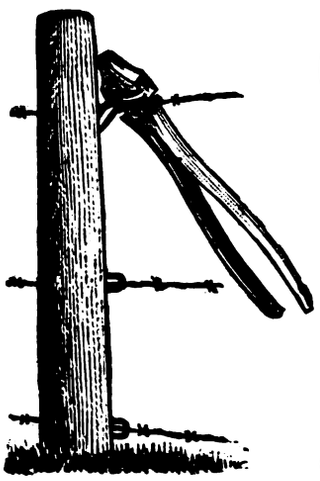
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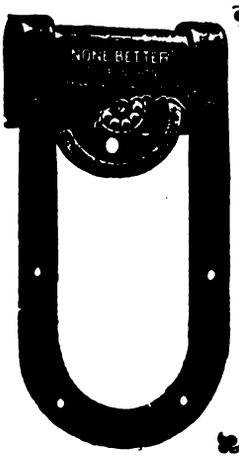
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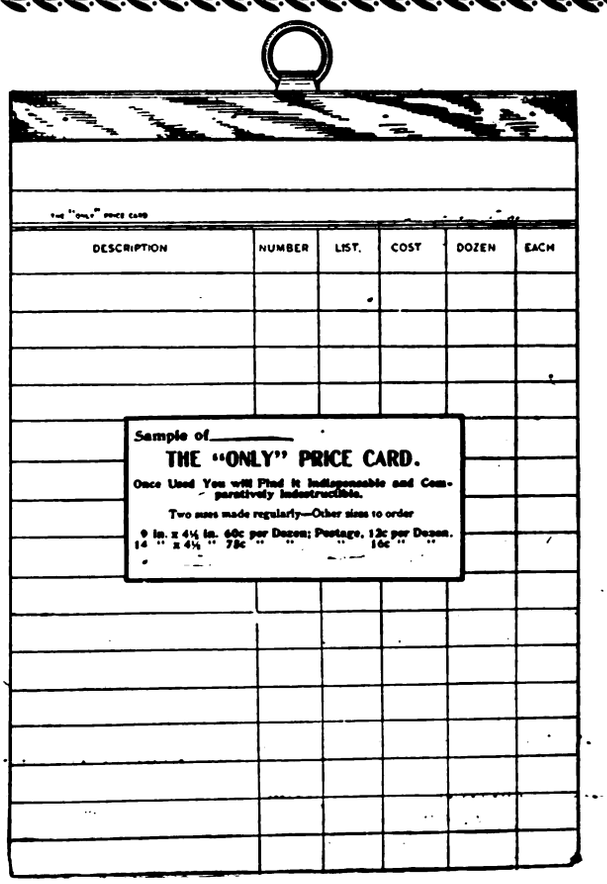
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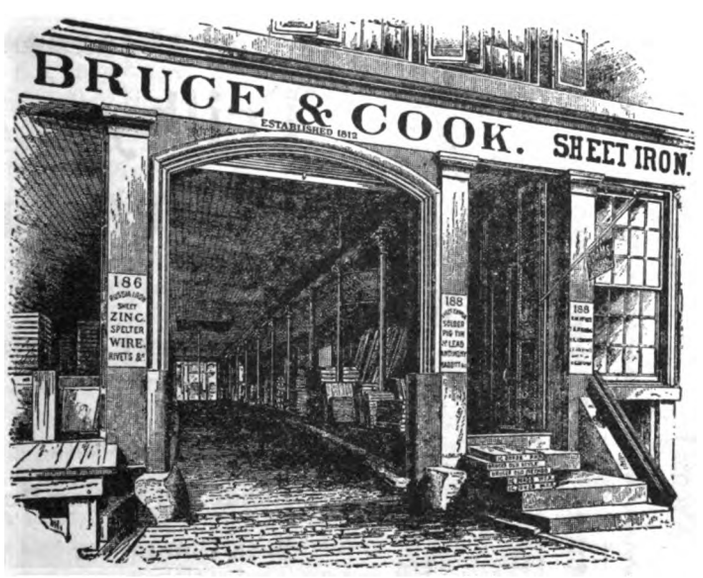
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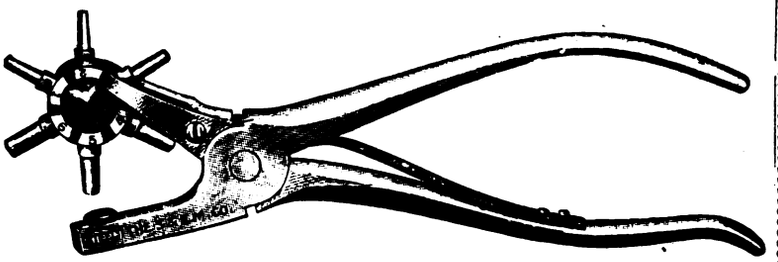
"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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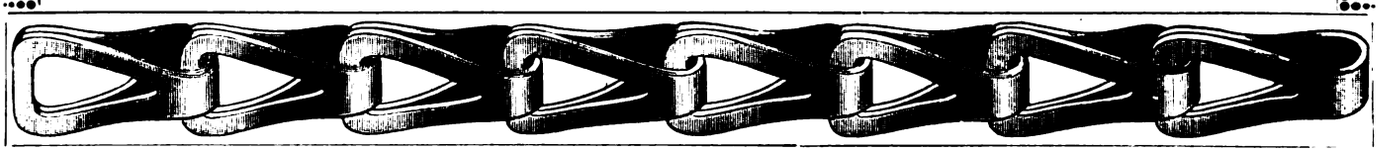
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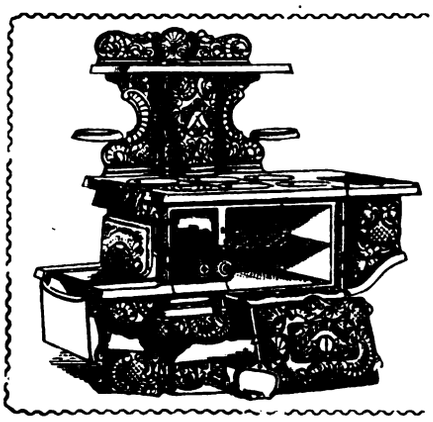
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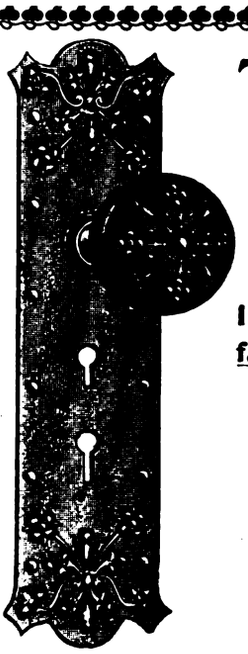
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HARDWARE

VOL. XVII. SEPTEMBER 10, 1898. NO. 11.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Despite the severe heat of the past two weeks, delaying, as it unquestionably has, the full force of the opening of the fall trade, it is no difficult task to perceive the infallible signs of improved conditions.

Trade reports throughout the country indicate a marked picking up in volume, and a decided easing in collections. Statistics at hand for the month of August show a percentage of business embarrassments amounting to only one quarter of what they were during the same month of 1896. The bank clearings for August were not only larger than those of any other August; but exceeded the clearings of that month in 1892, which, it will be recalled, was a very busy year, by twenty-five per cent.

The general feeling in business circles, that we are at last to enter upon the enjoyment of a long promised and oft deferred business revival, is evidenced on all sides. Prices of staples in all lines show a decided tendency to strengthen; and terms are stiffening throughout the trade. The war, the hot weather, and the vacation season have come to an end together; and thereby removed all deterring influences.

The position is somewhat analogous to the ante-bellum days, when everyone looked forward to a decided improvement; and which would inevitably have come had not our entanglement with Spanish diplomacy occupied our attention for the time being. If a comparison be drawn, it must be in favor of the present time. The agricultural conditions of the country are most favorable; while reports from Russia and other parts of Europe indicate a shortage of crops that will ensure fair, if not large, prices to our farmers. The war has added several new and valuable outlets for our products; and the general effect of our victories has been to place us upon a much higher plane as a power, than our European friends have been willing to accord us before. This in itself will undoubtedly enable us to obtain trade concessions in foreign markets which have hitherto been most jealously guarded. The impetus to the investment of capital, afforded by our new possessions, is now taking definite form; and many companies, backed by our most progressive and influential business men, and having in view the most extensive improvements, are now an accomplished fact.

All these good things have we added to the prospect with which the year was inaugurated; and the possibility of another foreign entanglement coming up to again dissipate our hopes is too remote to be taken seriously. Another encouraging fact is that the war tax, instead of falling below the estimated cost of the war, will probably show an excess of $100,000,000.

Taken altogether it would be difficult to find a more pleasing combination of bright prospects in the business outlook of many past years.

English vs. American Commercial Morality.

In a recent issue of the *Hardwareman*, England, the following article appeared in the editorial columns:

"Every now and again we come across instances of that business iniquity euphemistically spoken of as commissions to buyers. Though the practice is but little alluded to it none the less largely flourishes. We have heard travellers say that the only way to the favours of certain buyers for retail houses, both in London and provincial centres, was to pave it well with commissions. The commission in this sense of the word is a bribe to the buyer—sometimes extending into a long series of bribes—to put aside his independence and reward himself at the expense of the best interests of his employers. There are some buyers we know to whom the suggestion of a commission from a traveller or manufacturer would meet with hot and angry indignation and promptly shut down all prospects of 'getting a line' from them. These are the best men, and the straight traveller only wishes that there were more of them. The latest example of commercial immorality to which our attention has been drawn is one to which Mr. P. G. Ebbutt, managing director of Messrs. Verity's, Ltd., Birmingham, has given publicity. The letter was addressed to the private residence of one of Messrs. Verity's employees, and was as follows:—'Dear sir,—Can you see Mr. C. D. at the pit door of the Grand Theatre, in Corporation Street, to-morrow night at eight o'clock? He will hold a *Mail* in his right hand. He has some commission to pay you. Please post the enclosed card early, and we shall get it to-morrow afternoon—Yours truly, A. B.' The actual names mentioned in the letter are of course suppressed, but as an attempt at bribery it is certainly more reckless than anything we have hitherto heard of. The man who wished to pay the 'commission' could not have even known by sight the person he wished to bribe. We can guess that Mr. 'A. B.'s' chances of further orders have been squelched. The moral, of course, is that straight business is the best business."

To the American business man this attempt to place business by means of a bribe, and such a clumsy awkward attempt at that, would seem to border on the ridiculous. It might be possible to imagine some novice of the grip, whose natural intelligence was not above par at best, conceiving some such expedient to place his first order, and thereby "change his luck;" but the experienced, shrewd, suave, jovial, insinuating salesman, whom we have come to know, would as soon think of taking an order at the point of a pistol, or the

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end of a club, as to attempt the same end by making a sneaking, clandestine appointment with a man, whose allegiance to his employer's interests were so miserably subservient to his personal greed.

The "pull" by which our friend of the grip places orders in this country is on a higher commercial foundation. No one, not even a buyer himself, will deny that the personal characteristics of a salesman enter largely as one factor in the many that contribute to his success. His personal characteristics must be pleasing to aid him in making friends quickly, and in keeping them after having made them. But above all, the salesman must have good lines at competitive prices in order to retain the custom of any buyer worth the name. The department of the latter is probably the most closely scrutinized, and carefully watched of any in the business; and upon the intelligent conduct of the buyer's branch depends largely the success of the business. It is therefore essential that, with the close competition of the present day, the house itself should receive any additional consideration in the gift of the seller, in the shape of lower prices.

If the case be of such serious magnitude as our contemporary would lead us to believe, and for the sake of English commerce we trust it is not, it must argue one of two things: either that English Hardware buyers are less honest than their American brothers, and that would seem a harsh inference; or that the conditions governing trade in England are more conducive to commercial dishonesty than those of this country; and this view seems more plausible. In the former country competition and close buying are not so keen. Business in general is conducted on a very conservative basis. The activity in bidding for the public's custom is not so aggressively insistent as here. It is often the case that an English firm will continue to buy from a wholesale house or from a manufacturer, simply because it has become a habit formed by the course of time. A deep-rooted objection to change is probably responsible for this, but whatever be the cause, it is not good business. While the reputation of an established house is valuable, and while no business man of standing cares to deal with a firm of questionable reputation, we venture to say that no wholesale house could retain its custom here if it depended entirely upon the fact that it could look back over a half a century's business life and find no spot thereon. There is still another consideration, and that is the quality and price of their goods. To us this seems a more solid foundation for lasting success in a commercial sense than either bribes or sentiment.

Though others may go to Alaska,
To dig the rich gold from the ground,
And some even journey to Cuba,
Where 'tis said there is wealth to be found,
You need not depart for the Northland,
Nor to the far West Indies roam,
But just try a small "ad" in *Hardware*,
And you'll find there's a Klondyke at home.

—M. N. L.

In accordance with a decision arrived at in May last, it was voted to omit the September gathering of the New England Hardware Dealers' Association, and accordingly there will be no gathering during the present month.

In our country we have three unspeakably precious things: freedom of speech, fredom of conscience, and the prudence never to practice either of them.—*Exchange*.

A London Hardware Club.

A very determined effort is being made in London for the formation of a Hardware Club, to be established along the lines so successfully marked out by the Hardware Club of New York. The secretary of the New York Club has recently received a communication from Thomas F. G. Coates, the honorable secretary of the National Hardware Association of Great Britain, stating that the question is again brought into prominence largely through the publication of a letter of S. G. Hobson, from the *Hardwareman* of London and Birmingham, published in the last preceding issue of *Hardware*. In a circular letter addressed to the trade, Mr. Coates states that it is the general opinion that such a club should be founded under the auspices of the National Association, and suggests that an institution of that character, located on or near Holborn Viaduct, might prove to be a very great convenience. He adds that it should be a place where "those engaged in the Hardware trades—manufacturers, merchants and retailers—could meet in their own rooms, where facilities for luncheons, dining, smoking, etc., were provided, and where there should be a news room, containing every publication published throughout the world connected with the Hardware trade. Such a club would be the best meeting place for town and country members of the Hardware trades, providing an excellent rendezvous for Birmingham and Sheffield visitors to London, and their friends in the metropolis."

Mr. Coates believes that such a club is practicable, and could be founded on a sound basis along the broadest lines, independent in its character, and far-reaching in its results. He asks each member of the association and others to furnish him with an expression of opinion. The progress of this important movement will be watched with interest. Mr. Coates has asked for the fullest information as to the origin and growth of the Hardware Club of New York, all of which has been supplied by the officials of that organization.

John H. Graham & Co., No. 113 Chambers Street and No. 95 Reade Street, New York, have been appointed selling agents for the Wilcox Mfg. Co. of Aurora, Ill., for their line of house door hangers, among the oldest and largest line of hangers made in this country. The line consists, in part, of the following: Richards Improved; Prindle Wood Track; Ives Wood Track; New Era Steel Track; Richards Steel Track; Wilcox House Trolley. Also fire door hangers for special work. A full line of the above goods will be carried in their store in New York which will, no doubt, be of great convenience to the Eastern trade, in sorting up their stock.

AN editor has been inspired, after looking over his list of delinquent subscribers, to compose the following: "How dear to our heart is the old silver dollar, when some kind subscriber presents it to view; the liberty head without necktie or collar, and all the strange things which to us seem so new; the wide-spreading eagle, the arrows below it, the stars and the words with the strange things they tell; the coin of our fathers, we're glad that we know it, for some time or other 'twill come in right well; the spread-eagle dollar, the star-spangled dollar, the old silver dollar we all love so well."—*Troy Times*.

The E. S. Stiles Press Co, Watertown, N. Y., have opened an office at No. 243 Centre Street, N. Y., under the charge of Chester Cullingworth, formerly of the Garvin Machine Co. The increased demand for their product has made it necessary for the establishment of this agency, where they will carry a full assortment of presses, drop hammers, power shears and other sheet metal working machinery.

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A NATIONAL RETAIL ASSOCIATION.—II.

MICHIGAN IS IN LINE.

Editor Hardware: Replying to your inquiries as contained in your favor of August 12th, will say: First, That I am heartily in favor of the formation of a National Hardware Association, for the following reasons: (A) That in my opinion it will have a tendency to enlarge and strengthen the State associations, by bringing into such association a large number of dealers over the various States, who do not consider the State association, as now existing, of enough importance to lend it their support; (B) That such an association will have a tendency to more closely consolidate the State associations and bring them in closer touch with earh other, thereby enabling them to work together to the mutual advantage and profit of all; (C) Grievances of dealers of one State against parties in another State could better be dealt with through the medium of such a national organization, made up of representatives from the various States.

Second, I believe that such an organization should be formed from representatives chosen from the retail associations of the various States, as being the best and only way that a strong National Hardware Association could be built up and maintained, and out of which much good would certainly come to every Hardware dealer. The Michigan Hardware Association has already taken steps looking to the formation of such a National Association, and I trust the day is not far distant when it will exist in fact. Very respectfully yours,

HENRY C. MINNIE,
Secretary Michigan Hardware Association.

Eaton Rapids, August 25, 1898.

A LITTLE PREMATURE.

Editor Hardware: In reply to your kind favor, we believe a National Retail Hardware Association at the present time rather premature. More effective work can be accomplished in the building up and organizing of local and State associations. What we mostly need at present is encouragement from our sister States still unorganized. With the majority of the States enlisted in the *grand good work*, we predict the necessity of a National Retail Association will soon be in evidence, with brain and might capable of surmounting any obstacle, and fighting for the just rights of every dealer in the country until they receive the recognition their combined interest commands.

Thanking you for the privilege of expressing our views, with continued success for *Hardware*, we remain,

Yours truly,
THE W. K. BOONE CO.

Lima, Ohio, August 25, 1898.

CANNOT SPEAK WITH CONFIDENCE.

Editor Hardware: In reply to yours, regarding the advisability of forming a National Retail Hardware Dealers' Association, I would say, that on general principles, I am, and have always been in favor of organization.

In association of kindred interests better feelings are created and intensified, and the business is broadened in its scope and uplifted in its character.

I affirm that on general principles the above statements are correct, but as regards the actual working of the Retail Hardware Dealers' Association, I am not sure that I can speak with confidence of their success, either as local, State or national organizations.

For some reason that I cannot fully explain, Hardwaremen seem very hard to get together; and by this statement I do not mean in numbers only, but in that spirit of unity, and consideration one for the other, and each for all, that is absolutely necessary to the best interest and success of any business organization.

Possibly, by further organization and effort such a spirit may be developed and cultivated, and better results than in the past may be obtained.

In furtherance of this object, I would suggest the formation of a national organization by delegates from each State organization, where one exists, and that the national, as soon as practicable, give its attention to the formation of other State associations, to the end that there should be representation from every State as soon as possible, local organizations to be represented in the State associations.

I trust that my suggestions, as herein outlined, may not be too late to be of service to *Hardware*, but owing to illness, I have been unable sooner to comply with your request. Yours very truly,

Boston, Mass., August 31, 1898. HIRAM G. JANVRIN.

MR. SIBLEY'S VIEWS.

Editor Hardwvre: I think much good might be effected by the formation of a National Retail Dealers' Association, and that this association should be formed from delegates selected from the State Retail Dealers' Association. We have, in Indiana, been unsuccessful in interesting the retailers in an association of this kind, owing to some unfortunate circumstances which exist and cannot be well overcome. There is no doubt whatever in my mind as to the benefit to be derived from an association of this kind, in many ways, not alone in the matter of mere uniformity of prices or restricting the sale of goods in a legitimate channel, but for the different retailers in the same line of business to get together and exchange views in different methods of doing business, is always a benefit to each one who participates. Yours truly,

South Bend, Ind., August 30, 1898. IRVING A. SIBLEY.

THROUGH STATE ORGANIZATIONS.

Editor Hardware: In reply to your request for my opinion with regard to the formation of a National Hardware Dealers' Association, I would say that I have given the matter much thought from the formation of our State association, and I have certainly felt the need more, if possible, since the formation of the Northwestern Association.

A national organization would add to our strength greatly, and then we would be able to accomplish what we have set out to do. Our Northwestern Association has accomplished a great deal, but it does not reach far enough. The representations should come from State organizations and the national association should be formed through State associations. It is the only plan by which general protection and satisfaction could be given.

Respectfully,
CLARK W. KELLEY,
President North Dakota Retail Hardware Association.

Devil's Lake, N. D., August 29, 1898.

IS A NATIONAL ASSOCIATION POSSIBLE?

Editor Hardware: Is a National Retail Hardware Association possible? I believe it is, but I do not believe the time is yet at hand for its organization. It would seem like taking the wagon by the hinder part and pushing—rather than the putting a good team to the front and pulling—until at least a majority of the States shall have organized State Retail Associations.

You remember this was attempted some years ago by

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good men, and on what were thought to be then good lines, and it fell to pieces. Its failure then, it seems to me, was very largely due to lack of smaller State organizations, with a knowledge of what wants existed going towards their creation, what objects were to be brought forth, what wrongs to be corrected and the various ends to be gained.

It would seem that the tendency now is rapidly toward an organization, national in its nature, and which will be the result of State associations now existing, and those almost in process of formation. It would be almost impossible to carry through the formation of the national feature without representatives to make this possible, and these representatives must be either heads, or officials, or delegates coming from the various smaller State bodies

The objective points to be reached would be the same in a National that occur in the State, with the additional binding power in the larger association. Its composition would be very largely the result of the good work done in State organization.

Let us have a National Retail Hardware Association, by all means, as soon as practicable. But let us first urge the continued formation of the State organizations, until all, or nearly all, the States have held some sort of a Hardware gathering, and from these will come the material for a lasting, beneficial National Association. H. C. WISEMAN.

President Ohio Hardware Association.

Springfield, Ohio, September 2, 1898.

A Talk About Jobbers.

"The Man in the Corner" at the Bingham store, Cleveland, Ohio, has his own opinion in regard to the jobber, concerning whom he expresses himself in part as follows:

Do you know, just between you and me and the gatepost, that the Hardware jobber is the greatest promoter of diversified industry and the sturdiest foe to monopoly known to modern trade? It is a fact that is not generally bruited about or commented upon except by the persons individually interested, but it is recognized and acknowledged by a host of manufacturers who have at one time or another had to fight for existence against the efforts of some powerful competitor or, preferring to retain their independence rather than lose their identity in some "combine" have been made the target for the united missiles of its members. The great American sentiment of objection to coercion that furnishes the ready "I wont" in answer to every "you must" gains full expression here, and few indeed are the attempts to fasten a fictitious value upon Hardware or to force the jobber to buy any particular line that finds permanent success. It is true that the number of combinations increase from year to year, but it is likewise true that their failures have increased in like ratio, and the only lasting successful monopolies have been made by the merging of different concerns into one close corporation and seeking to gain an increased profit by the saving in manufacturing expenses rather than in any increase of price.

If it were not for the jobber—if the manufacturer sold his wares direct to the consumer—there is many a line that would never come into general use that is now found in stores all over the country, for the expense of introducing them would shut them out. Upon such goods as were carried the trade would gravitate to a few popular brands and it would become impossible for a new and unknown concern to gain a foothold except by years of patient effort. There is a great advantage in popularity, and in some instances it enables makers to float upon the market goods inferior to others that are comparatively unknown. Even as it is, the jobber finds that manufacturers whose names are best known are occasionally prone to exaggerate the commercial value of their brands and to sing a song of "prestige, price and quality," rather than "quality, price and prestige," which the jobber holds to be the proper order. The trouble in this direction is inconsiderable, for there is usually competition enough to keep such manufacturers somewhere near the mark, and jobbers' brands put upon equally good goods of other manufactures afford a means of fighting prestige with prestige when the big maker proves entirely refractory.

But the jobber has most frequently to do with illegitimate combinations of manufacturers to stifle competition and send prices skyward in defiance of all economic conditions, and it is here that the wholesale Hardware houses of the country, acting independently but in entire concert, show a determined opposition, and sooner or later see the combinations fail. Iron-clad agreements, forfeits and pledges to abide strictly to agreed prices all yield in time and the dealer and comsumer get the benefit. Very often a rumor of a "combine" will precede its consummation and permit the jobber to place contracts at anti-trust prices that will carry him and his customers over the brief period of inflation and the trade at large never feels the effect of its existence. As a fighter of trade injustice, commend me to the Hardware jobber!

Merchant & Co., Philadelphia, with branch houses in New York, Brooklyn and Chicago, have just published an illustrated catalogue and price list for 1898, showing illustrated descriptions of their great and various line of goods, covering roofing plates, bright plates, solders, babbitt and mixed metals, ventilators, gothic shingles, metal Spanish tiles, etc. The extent of these may be guessed from the fact that several pages are required simply for an index. The catalogue has been prepared with great care, with special purpose in mind of making it of direct practical use to purchasers of these lines of goods, and the descriptive letter text is illustrated all through with reproduction not only of the articles themselves, but their methods of use. There are a number of pages devoted to tables showing sizes and gauges, and if the publication was to be described in one word, we would use that eminently satisfactory word, "practical." The catalogue covers 112 pages, and is finely printed on heavy paper, and bound in colored covers. It will be sent to Hardware dealers on application.

W. J. Strange has opened a new Hardware store at No. 2432 Kensington Avenue, Philadelphia. Mr. Strange is widely known throughout Philadelphia as a prosperous retail grocer. He is running twelve retail stores, giving punch cards on his house furnishing department to purchasers of groceries. When these cards are punched to their full amount $25, the holder is entitled to anything in the store in value to $2.50 or ten per cent. of amount. He has bought a stock of about $4,000 from the Supplee Hardware Co. He is in a good neighborhood and his prospects are very bright for a successful business in his latest venture, Hardware. Mr. Strange is an old Hardwareman, having served about ten years in the general Hardware business in Ireland.

The Planet Mfg. Co. has removed its business from Holyoke to Springfield, Mass., where it is enlarging its business, by adding to its line the "Planet" Feed Bags, patented and plain patterns of all grades; the "Planet" carrying strap and other specialties in leather and duck goods, in addition to making the "Planet" dust beaters. They are also getting up a very heavy beater, made of one quarter inch round strands of leather; length of beater twenty-eight inches; especially for beating carpets, rugs and car seats, and is a fine article, every strand being glued and nailed in.

Faith is believing what you know ain't so.—*Exchange.*

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IOWA HARDWARE DEALERS' ASSOCIATION.

In response to the call quoted in the last preceding issue of *Hardware*, a number of Hardware dealers of Iowa met at the Grand Hotel, Council Bluffs, on Wednesday, August 31st, and the result was the formation of the Iowa Retail Hardware Dealers' Association. The attendance was not as large as had been expected, but was sufficient to show that the retail dealers of the State are willing to support an organization of this character. There was a feeling of great enthusiasm among those who were present. Steps were taken for the appointment of a representative in every county of Iowa, to enlist the interest of the dealers of such county, and if possible to secure the organization of a local association. This work was specially committed to the executive committee, who are to report at the next meeting to be held in Des Moines on the second Wednesday in February, 1899.

A number of practical topics were discussed, but the most important feature of the meeting was the reading of a paper by H. A. Cole, of Council Bluffs, the secretary-elect, on whose authority the call quoted in our latest issue had been issued. In opening, Mr. Cole referred to the effective work done by like organizations in other States, and then said:

We are surrounded by organizations of like character that are doing splendid work for the retail Hardware dealer. The objects of associating ourselves together are, first and foremost, protection. There are many evils that threaten our very existence. Our future welfare is threatened by the illegitimate competition of department stores, racket stores and catalogue houses.

One of the crying evils of the present time that we have to contend with is the competition of catalogue houses. These concerns locate themselves in large centers of trade, where they do not have to carry stocks of the goods they catalogue. They use well-known staple articles at cut prices to secure trade, and follow the general tactics of the department store in their business methods. A new phase of competition which in the last year or so has grown to tremendous proportions has been the grocery store competition along the line of house furnishing goods. There is scarcely a month passes but what some wholesale grocer sends out circulars that he has put in a full line of tin, galvanized iron and granite ware, and often a full line of house furnishing goods, and urging his grocery customers to push departments along these lines. Every grocery store that follows out this idea means reduced sales for the legitimate Hardware dealer. We are met not only with this grocery store competition, the department store competition, the racket store competition, but we are also met, to a limited extent, by competition from our jobbing houses themselves.

There are also a flock of travelling men, representing the big lock works of the country, who come to our town and put in bids for every building of any size, giving the local dealers so low a margin that there is absolutely nothing in the bill to justify the amount of money required to carry it. To make this bad bargain still worse, the dealer is always hoodwinked into taking the responsibility for the payment of the goods. How many dealers of our State can look on their ledgers and point to such bills where the goods are still unpaid for or where mechanics' liens or law expenses have been necessary to enforce the collection of these accounts.

I tell you, gentlemen, when I have faced these gathering difficulties and looked forward to their increase as the years roll on, and have weighed the tremendous cost in nervous energy and patient work that are in these days involved to keep our balance sheets even, it has often been with forebodings as to the future of our business that I have made this summary; but I have seen with great pleasure the increased tendency toward co-operation among the Hardware dealers of the country at large, and I believe we have to a large extent in our own hands the solution of these problems by co-operation.

Let us organize and demand of our wholesale dealers and manufacturers that they shall not sell to these illegitimate competitors, who only use our profitable lines for the purpose of selling them at a sacrifice so that they may draw trade to the other lines that they carry, on which they make their money. They use the lines of the drug, grocery, music, notion and clothing stores, and alternately use them in the same way, making a specialty of these profitable lines, using one or more of them constantly at cut prices for the purpose of drawing trade, and selling everything else, except the leader that is out at the time, at as large or larger prices than the regular dealer holds them for in his own line.

These demands must be made with discretion and with consideration for the rights of our manufacturers and our jobbers as well, and the committee who pass on the complaints of our membership that arise under this part of our association will have as difficult and delicate work to perform as any committee that we may appoint.

We have the right to demand of the manufacturers of good money-making specialties, which are to-day recognized as the life of the Hardware trade, that they shall not sell these illegitimate channels of trade, and I feel sure that when this demand is made unanimously by the Hardware trade of the country there is not one manufacturer in 500 that will dare to refuse our request.

Besides this idea of protection there is an equally important idea that will come as the natural result of our organization, and one that is just as far-reaching in affecting the general welfare of our dealers at large. It is the enlarged fellowship that will come from our brushing up against our competitors and finding out that instead of the mean underhanded competitor that we have always thought our neighbor on the street to be, we find that he has held the same opinion of us, and that these ideas have too often led to bitter retaliation and sharp competition that might just as well have been avoided, and that really they are just as good fellows at heart as we are. These cut-throat methods of competition have cost the Hardware dealers of the State many an honest dollar.

While we are all of us condemning the department and racket store competition, let us calmly and fairly face the fact that some of the worst and most demoralizing competition which we have to meet comes from within our own ranks. How many of the dealers of Iowa are there who have not had a Hardwareman in some adjoining town handling the parallel lines with himself offer to ship to his town goods at much less price that he is willing to sell the same thing for to his own customers? This class of competition is especially aggravating and unfortunate in its results between dealers in county seat towns and dealers in small adjoining towns.

Why is it that to-day all cook stoves of recognized merit are handled by dealers at a margin of profit that barely will

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pay the cost of blacking, delivering and setting up the stove? Why is it that many cook stoves of recognized merit and those makes that are handled largely by dealers in adjoining towns are sold at so low a margin as to make many of the dealers think seriously of throwing out the stove trade from their whole line? Why is it that wind mills are sold practically without profit when they are a seasonable article that involves a large outlay to handle them, great risks and long credit? Why is it, gentlemen, that iron pipe is sold the country over without any profit to the dealer? Why is it that barbed wire, one of the great staple articles of commerce in our line, is handled at a margin of profit that is often less than the actual percentage of cost to the dealer of doing business? Why is it that nails occupy the same position?

Simply because of this retaliating spirit existing in our ranks. And when we look calmly and dispassionately at this phase of Hardware competition we find that one of the great evils that we must overcome lies in the warfare among ourselves. This can and should be stopped, and it can be done without any widespread combination on prices. Simply let us recognize the right and the desirability of every one in business making a good fair profit. When you have a customer come to your store and tell you he can buy a standard article in an adjoining town at a price which you see nets the dealer a fair margin of profit, instead of telling him that he is being swindled by this dealer, and that you can sell him at much less money, try and sell him goods at the same price, and use the leverage to get the sale on other inducements. Say nothing about the prices of your competitors in the adjoining towns, but use the information quietly to nail the sale if you can.

Remember that your customers are deliberately laying for you. Many of them have no scruples against lying about offers they claim to have from other dealers if they can save 10 or 15 cents by so doing. Instead of believing the first story you hear as to the cut-throat prices that some competitor is making, and immediately retaliating and cutting the life out of the same article, probably below actual cost, better let one or two customers go. Explain to them that you are trying to make a reasonable profit on all your line by not holding out bait to get suckers with; then if you find this story repeated, make it convenient to drop into your competitor's store and ask him if he is making this price or if he is not. Very often such a call will prevent the demoralization in price of the profitable lines from which both stores might reap many dollars of profit.

I do not have much hope that we will be enabled to form combinations on prices that will be especially binding, and I myself doubt the advisability of dealers in a town trying to effect an out and out combination of this character, as it might lead to results that would be just the reverse of that intended, and might drive the trade to some neighboring town, for instance, where no such combination would exist; for we must remember that we are in competition not only with the Hardware dealers of our own town, but it is town competing against town, and hence the healthiest and best results can be obtained by free and open competition founded on kindliness and consideration for our competitor. Where competition exists between Hardwaremen having a friendly attitude toward one another, as we all should have, my prophecy is that all the cut-throat competition of the State would cease.

Let us recognize that when our competitor finds it necessary to make a leader of some article, he may have been driven to this step by the competition of some grocery store, catalogue house, racket store, or quotations that are brought him from some neighboring town, instead of aiming a knife at the vitals of our business, as we too often interpret the action.

Another great benefit that can come out of this friendly feeling will be co-operation in shipping heavy and bulky goods. I have been told many times by traveling men that it is almost impossible to arrange for combination cars of the same article between dealers in adjoining towns. Dealers are afraid their neighbors will know what they pay for their goods, assuming that their neighbors cannot buy as cheap as they. What is the result? Mr. Jones of Ottumwa orders half a car of Cook Stoves and pays 40 cents per 100 pounds, or $2 on every 500-pound Cook Stove he ships from the foundry. Mr. Smith of Fairfield, within 25 miles of Brother Jones, buys another half car of the same make of stoves, pays the mannfacturer the same identical price for them, and he, too, pays $2 on each 500-Cook Stove that comes into his store. Now their competitor in an adjoining town is fortunate enough to handle the whole line of these stoves, hence ships them in carload lots, and instead of $2 per stove he gets fifth-class freight, and pays $1.10 freight for the same identical 500-pound stove that Smith and Jones have paid $2 on.

He sets the price on the basis of carload freights, and the 90 cents freight that Smith and Jones have paid on the stoves they bought comes out of their profit. It is the same on barbed wire, the same on nails, the same on woven fencing, the same on steel ranges. To illustrate this idea: I have just received the bill of lading from a prominent St. Louis range manufacturer for a carload of stoves. This car contains twenty-five steel ranges for our store, which weigh about 10,500 pounds. It contains 600 pounds of stoves and ranges for my competitor, Charles Swaine. It also contains about an equal amount of stoves which I had forwarded from a foundry in Indiana, and these shipments combined will effect a saving to Mr. Swaine of $12, will effect a saving to our own retail store of $30, as against local shipments of these three lots of stoves.

This fact, gentlemen, has been brought about merely because Mr. Swaine and myself have found out that we are all of us guided by about the same ideas of business, and that friendship and co-operation pay in dollars and cents. How many thousands of dollars would have been saved by the Hardwaremen in the State of Iowa had this spirit of co-operation existed between the dealers of the same towns and the dealers of adjoining towns for the last ten years.

Suppose you, my friend, are buying stoves from one of the Detroit manufacturers, your competitor is buying a line of stoves that are made in Milwaukee, and perhaps a competitor in an adjoining town is buying a line of steel ranges made in Cleveland. Now every one of these manufacturers makes a freight allowance that will deliver these goods all to a common point. Why not combine them as Mr. Swaine and I have done in our shipments this year?

Some of us have been fortunate enough to buy stoves in car lots during the past five years of very hard times. Many of us who used to buy in car lots have been unable to do this. In looking back over our retail business in the past five years, if I had carried out this idea of co-operation before, as I have started to do this year, our profits would have been increased by the sum of $500, as near as I can estimate it—certainly not a dollar less.

Gentlemen, five years ago I could have subscribed heartily to the doctrine that friendship pays even between competitors, but with my powerful hind sights focused on the financial point I now say it pays bigger than anything else in the Hardware business.

Another thing that comes along the line of brushing up against our fellow Hardware merchants of the State is that we exchange ideas as to the best way in which we can meet this department store and catalogue house competition, as to the best way of selling desirable specialties, as to the best and most profitable way of handling the stove business. We get ideas of displaying goods, we find out

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how to meet the range peddler's competition, we get wide-awake ideas that will last us through the year until another meeting and another exchange of new ideas that are constantly developed in the Hardware trade.

I will venture a statement that a large part of the stove dealers of the State could not estimate within 50 cents of the actual cost of blacking and setting up and delivering hard coal base burners. I will venture another assertion, that many of us fail to appreciate what is the percentage of cost to us of the items of clerk hire, deliveries, rentals, light, fuel, and the other items of dead expense that come out of the profits of our business before we can count a dollar profit. The difficulty is, gentlemen, we are all of us too sanguine and hopeful. We overestimate the net returns we will get from a certain margin on our goods. The result is that many times when our inventory is completed we are sadly disappointed at the outcome of one year's business, and curse the times, when not only the times are at fault, but we ourselves, in our lax methods of doing business, have done more than the hard times to bring about these results.

Let us unlearn many of our bad business habits; let us find out how other dealers of the State carry on their business. Get all the ideas possible from every dealer you meet and adapt these ideas to the particular conditions that underlie your local business. Another point which occurs to me is the margin of profit that we place on our goods. What goods can we mark at old prices? What line on a percentage basis? What shall be our leaders? What profit will staples stand? On what goods can we make up for goods sold without a profit? What should be the average profit on the Hardware line, etc.?

In effecting our organization we should have a constitution and by laws. We should have a president and vice-president, who shall perform the ordinary duties of such officers. We should have a secretary and treasurer, probably combined in the same party, whose duties will be the most arduous of any officer we may have, and who should, as soon as our organization is perfected and we have enough members to justify it, receive some compensation for his services. We should have an executive committee composed of the president, vice-president, secretary and four or five members whose duties would be to carry on the business and pass on all matters pertaining to the welfare of our organization between the yearly meetings. We should have a committee whose duty it should be to consider all complaints arising under the constitution, especially with reference to jobbers and manufacturers selling goods to department stores, grocery stores, and carrying on a business that tends to undermine the welfare of our calling.

As I intimated above, this is one of the most important and delicate tasks that any of our officers will have to perform. We should have a committee appointed in each county to secure the membership of every Hardware dealer in his country, so that by another year we can count three-quarters of the thousand Hardware dealers of the State among our members. Our secretary should have special charge of this department of our organization and carry on a constant correspondence with a view to increasing our membership and keep the benefits of our organization before our dealers.

We should have an entertainment committee whose duty it will be to provide speakers and proper entertainment for our convention, so that our meeting may not only be profitable in a business way but so filled with pleasant reminiscences that we can look back on our yearly meetings and anticipate the time with pleasure when it will return; but in carrying out this phase of our organization let us stand forth among the organizations of like character in the United States, and embody a clause in our constitution and by-laws which will make it impossible for any member of our association to bring the fair name of the Hardware dealers of the State into disrepute by drinking to excess at any of our meetings. We can do this by incorporating a by-law that liquor shall not be used at our banquets or our public entertainments. I make this suggestion simply because some of the trade assemblies of the country at large have come to be looked upon as a grand annual drunk for the members of the trade to participate in, whereas the idea that underlies it is of the greatest and gravest importance to the welfare and conditions of the trade.

With these preliminary remarks and suggestions as to what we should do and the idea that we should embody in our organization, I leave the matter in the hands of my fellow merchants.

We will probably get the largest interchange of ideas at this first meeting of our organization by establishing a question box, and each one of us asking such questions as involve problems that he wishes opinions on. The question box, if it is your will, we will open to-morrow, and after each question is propounded it is open to the house for discussion and for answer.

Among some of the questions which we should certainly discuss is the question as to the desirability of getting leaders before our trade at especially low prices. The question of syndicate buying; the question, if leaders are desirable, is it best to keep a leader out at a constant low price, or is it best to have special sales on certain days, as the department stores do, and offer these leaders at special prices only at the advertised time and sell them at regular prices the balance of the time. The question as to whether ten-cent counters pay. The question as to the best way to handle the stove trade. The question as to whether a cash Hardware business will pay. The question as to curtailment of long credits. The question as to the best method of collecting slow accounts. The question as to the best method of curtailing credits so that they will not overbalance our stocks. The largest question of selling on the installment plan, and of carrying this idea out in dealing with the farm trade. The question as to how to get the most out of our show windows.

The very large question that we in the aggregate waste thousands of dollars on because we have not solved it properly, is the question of advert'sing. How to get the best results; what kind of advertising pays best; what kind of advertising does not pay. Is it advisable or not to close out seasonable goods at cost prices. Does circular advertising mailed direct to our customers pay better than newspaper advertising, and many more questions that might be enumerated right along this line of advertising alone. Locals or display. I have seen a well established Hardware house absolutely go down until it amounts to nothing simply because of the improper solution of this question of advertising alone. I myself feel that in our own business we have wasted hundreds of dollars in unwise advertisements. We have failed to embrace opportunities for proper advertising that might have brought us hundreds of dollars in return for the expenditure of but a few. The above questions that have occurred to me are ones on which I, for one, want light, and I believe that very dealer in the State can give and receive ideas of great value along these lines. I will not burden you longer with a summary of these ideas that have impelled me to call this meeting. I sent out 950 invitations, but, unfortunately for the large attendance at this convention, it was impossible for me to arrange it earlier in the year.

Let us, with the nucleus which we have here effected, carry the Iowa Retail Hardware Dealers' Association to the top notch in the list of like associations. We have the best State in the Union to do business in. We have as intelligent a class of citizens as exist on the face of the earth. We have as uniform prosperity as can be found in a stretch of terri-

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tory of like proportions anywhere in the world. Why should we not prosper and develop and carry on the Hardware business of our State until our position among the Hardware business of the world stands equally as high our State stands in other lines?

The election of officers to serve until the meeting of February next, was then taken up, and resulted in the selection of the following gentlemen:

President: P. C. Devol, Council Bluffs.

Vice-president: Mr. Peterson, Council Bluffs.

Secretary: H A. Cole, Council Bluffs.

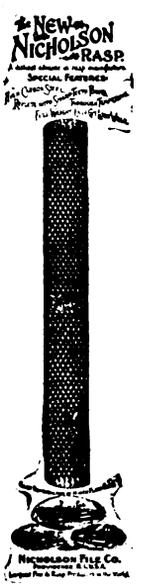
Treasurer: Charles Swaine, Council B.uffs.

Executive Committee: M. E. Lewis, Orange City; C.W. Brelsford, Villisca; T. J. Lornas, Cresco; C. M. Doxsee, Algona; O. E. Miller, New Providence; A. T. Nelson, Wilton Junction; F. A. Woodruff, Correctionville.

A Gift to the Horse-Shoers.

The Horse-Shoers of the country are being presented by the Nicholson File Co., Providence, R. I., with a very handsome hanger illustrating the New Horse Rasp which the company have recently put upon the market. The hanger is about twenty-four inches long and five wide and makes a very attractive wall ornament.

At the top of the hanger appears in graceful red letters "The New Nicholson Rasp" with the four special features



of "high carbon steel," "replete with sharp tooth points," "thorough tempering," and "full weight, easy cut, long wear," set forth just below. The body of the hanger is occupied with a photoghraphic reproduction of a fourteen-inch plain rasp, standing boldly out and with nothing on either side to detract from its prominence. The color of the steel, together with the formation and shading of the teeth are splendidly brought out. At the foot of the hanger appears an artistic grouping of four of the company's five factories.

The whole makes a very ornamental and striking advertisement and is in keeping with the dignity and effectiveness of all of the Nicholson Co'.s efforts in this line. We deem it worthy of reproduction herewith.

American Clothes Wringers.

The first American clothes wringer produced, which was put on the market about thirty-five years ago, was a substantial and serviceable machine, but its price prevented it coming at once into common use. After some improvements the price was reduced, but it is only within twelve or fifteen years that the clothes wringer has come to be the article of common household use that it now is. The present price is about one-fourth of the original price. The present output of American clothes wringers is about 750,000 annually.

Clothes wringers are made with rolls of ten to twenty-four inches in length; wringers larger than that are made to order. Ten, eleven, and twelve inch are the sizes commonly operated by hand, though fourteen and even sixteen-inch wringers are sometimes used in that manner. Larger machines are operated by other power. American clothes wringers are sold in many foreign countries; though in some, owing to natural or other conditions specially affecting the use of such appliances, comparatively few are sold. Thus, while many articles of American manufacture are exported to South American countries, there are not many clothes wringers sold there owing to climatic conditions, which are such in most of the countries that clothes dry quickly there and wringers are not much needed.

Few American wringers are sold in France, where washing is done commonly in wash-houses, and few wringers of any kind are used. In Germany, Russia, all the Scandinavian countries, and in Great Britain, American wringers find a market, and they are sold also in Australia, South Africa, and other foreign lands. They cost more than German or British wringers, but they sell in competition with them, as many other manufactured American products do, because of their superiority of workmanship and better adaptability to use.—*N. Y. Sun.*

Hints to Foreign Shippers.

American manufacturers of machinery for import to Germany will save themselves trouble and complaint from customers as well as retain their hold on foreign trade by paying heed to the complaints of consignees to which Consul General Cole, of Dresden, calls attention in a note to the State Department. Heavy machinery insecurely or loosely packed in fragile cases results in breakages, which annoy and disgust purchasers, and when packed in cases too tightly nailed together, result in the destruction of packing cases by the Custom House authorities. Both extremes should be avoided. Invoices or bills of lading should surely reach consignees before shipment, else there is trouble about securing the goods. The fullest possible instructions as to setting up and operating machinery should accompany each machine. They should be printed in German, as should all circulars, as it is a waste of money to send such things printed in English. Germans will not trouble to translate and read them. All goods should be priced to expectant purchasers "free on board" at New York or other shipping port, with the actual cost of packing, instead of leaving the cost of railroad transportation in this country from the factory to point of shipment and the "at cost" price for boxing to the imagination of purchasers, as those expenses cannot be ascertained in Germany. All machines should be patented in Germany, else when a trade is built up German manufacturers will make the same machinery and drive out the American product. American shippers should ascertain the financial integrity of the firms with whom they are dealing, as "demanding cash on order bills of lading from Government railways or arsenals and from established firms of undoubted standing is provoking, and calculated to make these parties look elsewhere for supplies."—*New York Times.*

Ponce, a town of 15,000 people, in Cuba, and perhaps the healthiest in the island, is on the south coast, on a plain about two miles from Playa, a spacious port that will hold vessels of twenty-five feet draft. Playa has 5000 population and all the foreign consulates.—*Exchange.*

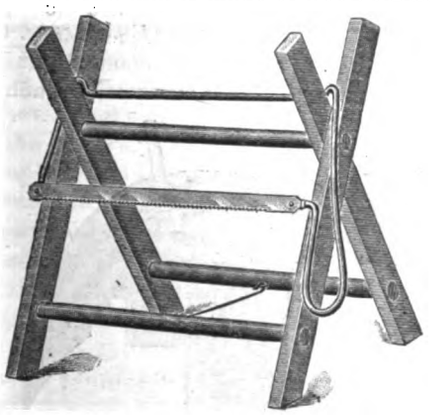
The timid man yearns for full value and asks a tenth. The bold man strikes for double value and compromises on par.—*Exchange.*

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NEW GOODS AND SPECIALTIES.

A Midget Saw Mill.

This cute little article named "The Midget Saw Mill" has been created for the amusement of the children, and judging from the demand it has already raised, it would seem that it had filled a want long felt in the child heart. Its character can be seen from the accompanying illustration. This little saw mill is made of wood stained a bright



red, and when set up is ten inches high, nine inches long, and eight inches wide. The saw frame is made of one quarter inch round wire, and the saw blade is of steel nine inches long. It is described by the manufacturers as a rapid seller, and the price per dozen complete is two dollars. It is made by the Arcade Mfg. Co., of Freeport, Ill., who will be pleased to furnish further details on application.

Stowell's Handy Clamp.

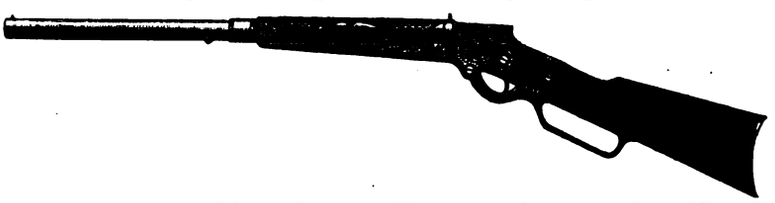
The accompanying illustration furnishes two views of Stowell's Handy Clamp, which is being successfully placed upon the market by the Stowell Mfg. & Foundry Co., South Milwaukee, Wis. This is a new device made of malleable iron, and tinned; is simple and durable in operation, and is described by the manufacturers as neither rusting nor breaking. It can be used for a large variety of purposes, some of which will be seen in a card of this



company on page 41 of this issue. The manufacturers inform us further that this article is something new, having just been put upon the market, and that the demand for the same has been large wherever it has been shown. A sample will be mailed for 25 cents in stamps, and the clamp will be on sale by the Hardware trade generally.

Columbian Air Rifles.

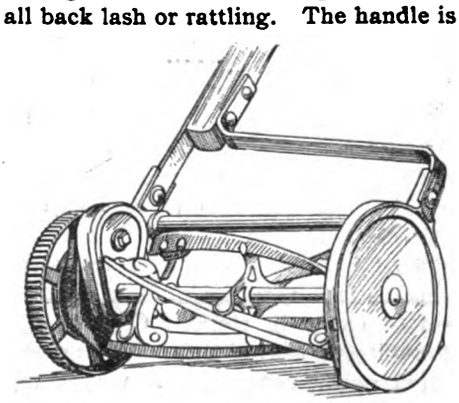
William G. Smith & Co., No. 1429 North Twenty-first Street, Philadelphia, are very successfully marketing their Columbian 1000-shot Air Rifle, an illustration of which we herewith give. This gun shoots one thousand times at one loading of the magazine, at a cost of ten cents. It is described as a triumph in magazine guns. It holds 1000 BB shot, and is very simple in its working. The parts are interchangeable, and can be replaced for a few cents, which is a new and valuable feature in air guns. The manufacturers describe it as very accurate, and a splendid article for target shooting. It is easily put together or taken



apart, and in style resembles a regular repeating rifle. It is packed in a neat paste-board case, with a list of parts and directions. The materials used in its construction are of the best, and it is very fine in appearance and workmanship. Further information as to prices, etc., will be found in the card of the manufacturers on page 46 of to-day's issue.

The "Racine" Lawn Mower.

The Lawson Mfg. Co., Milwaukee, Wis., are introducing a new Lawn Mower which is a radical departure from the usual style of lawn mowers that have been made in the past. The manufacturers claim that the mower will cut not only flat, even surfaces of the lawn, terraces and other difficult places, but also close to fences, shrubs, flower borders, trees, etc., without injury, and do it so effectually as to dispense with the use of trimming shears aud laborious work of clipping the borders of a lawn to finish it up. They avoid the use of a wooden roller. The bed-knife is pivoted and adjusted to the spider knives by set screws. Its adjustment is very simple and effective. The smooth wheel at the left allows the machine to cut within five-eighths of an inch of the edge of lawn. The single driving wheel at the right reduces the clicking noise to a minimum, avoiding all back lash or rattling. The handle is placed at



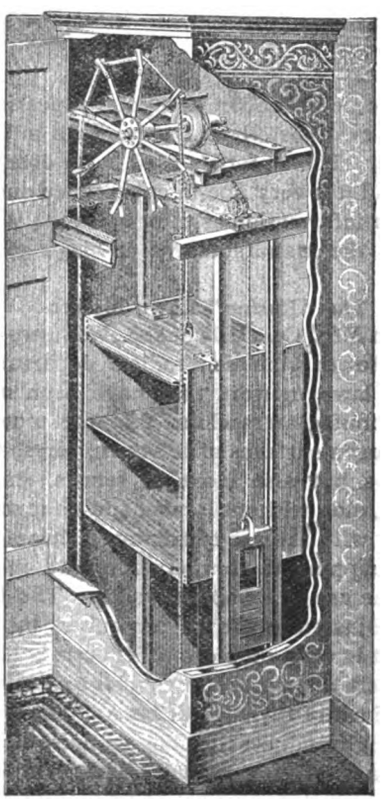
the right, equalizing the strain from the drive wheel. The blind wheel at the left is so arranged that it compels the operator to use the machine at an angle, that insures evenness in cutting the grass. The power required to operate this machine is much less than the old style with double drive wheels. Prices about the same as other high-grade mowers.

Sedgwick Automatic Lock Steel Dumb-Waiter.

The Sedgwick Machine Works, No. 86 Carroll Street, Poughkeepsie, N. Y., with New York salesroom at No. 110 Liberty Street, are placing upon the market the Automatic

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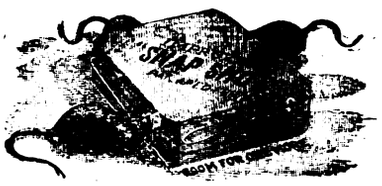
Lock Steel Dumb-Waiter which we illustrate herewith. The illustration shows it properly erected with door or panel in front of machine and studs back of rims, with the well either ceiled or plastered. The machines are claimed to be as nearly perfect as skilled labor and superior material can produce. All parts liable to break are made of steel. As steel rollers are used in every bearing, reducing the friction to the lowest possible point, they require but little oiling. The hand wheels have great holding power, the angled arms (pressed smooth in a die to fit the strands of the rope) prevent slipping and wearing of the rope, and also obviate the usual necessity for keeping the hand rope tight, greatly reducing the friction. The Automatic Lock Dumb-Waiter, when properly erected, is always locked except when pulling on the hand rope to raise or lower the load. The waiter and load being absolutely controlled automatically at any point without check rope, brake or friction, on account of the automatic lock, which is a patented improvement, located in the front bearing of the main shaft, the hand wheel acting as the key. It is always locked



except when a pull is made on the rope either to raise or lower the load. The shafting, hand wheel and pulley frames used in its construction are made of steel, and all bearings are fitted with steel anti-friction rollers to reduce the friction, the machine running easily, quickly and smoothly. As each machine is packed in a neat wood box, which includes the hand wheel, with full directions for erecting, it makes it a very desirable machine for Hardware dealers to carry in stock. Correspondence from dealers and architects. having reference to special requisitions, is desired by the company. A very complete catalogue, showing a large variety of dumb-waiters and elevators, will be furnished upon request, with prices on the same.

The "Snap-Shot" Mouse Trap.

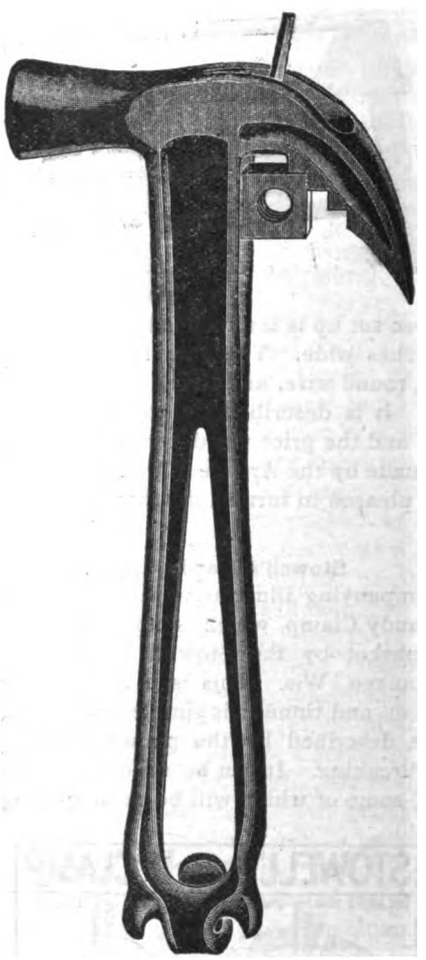
"After all varieties of mouse traps are tried," says an authority, "the conclusion is universally reached that the trap that catches a mouse and quickly chokes it to death, is the most satisfactory and most humane method of exterminating the pests; and if the trap so disposes of several at a time, it is all the better trap." The "Snap-Shot" Mouse Trap patented and manufactured by John M. Mast, Lancaster, Pa., and now being sold by him direct from his factory to the jobbing trade without the intervening agent, is among the best of these choker traps, avoiding all the trouble in baiting and setting that has been the disadvantage of the old style chokers. This trap will now go on



the market to retail at five cents for four holes, with good profit to the jobber.

The Handy Hammer.

The Handy Hammer herewith shown is a new and serviceable article manufactured by the Ulrich Mfg. Co., Rock Falls, Ill. As will be seen by the accompanying engraving, this new article is at once a hammer, wrench, nail and



staple puller and wire splicer. It is made of the best malleable iron, is ten inches long and weighs one pound. It is handy whereever a hammer or wrench is needed. The claw is pointed to pull fence staples or spring keys. The nail pulling device is in front. The wrench is under the claw, and the wire splicer at end of handle makes a neat splice, saves wire and avoids injuring the hands in splicing barb or other wire. Address the manufacturers for further information.

Hartley & Graham, Nos. 313-315 Broadway, New York, have secured a limited quantity of genuine Spanish Mauser repeating rifles 7 m.m calibre, with knife bayonets and leather scabbards, also cavalry carbines, same as used by the Spanish army and largely by the Cubans during the recent war; and they will, within a very short time, be able to supply samples of these, together with Spanish Mauser cartridges, smokeless powder, to those desiring to obtain them. They can also supply samples of the U. S. Springfield rifle 45 calibre with angular bayonet, and cavalry carbines of the same description.

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Review of the Markets.

Although the trade reports show a marked increase of business in some lines, it is felt that the rather unseasonable heat of the past fortnight has to some extent retarded the general volume of trade. A brisk demand has been anticipated, and September was expected to inaugurate it. That it will come, is assured, but that it would be delayed until there was some sign of cooler weather, was equally certain. The increase in prices of raw material has not, as yet, resulted in a general advance of completed products, as will eventually be the case, although some lines, such as wire nails, cut nails, glass and white lead are strengthening in tone.

Wire Nails: The market is firm and shows an inclination to strengthen. The local demand is fair, while that of the West is reported considerably brisker. The collapse of the strikes in some of the mills of the American Steel & Wire Co. is almost a foregone conclusion, many of the workers having signified their intention to resume at the desire of the owners. It is reported that jobbing stocks in general are light, and this, in conjunction with an anticipated increase in demand, is looked upon by manufacturers as a suitable opportunity for a slight increase in price in the near future to cover the advanced price on raw material. Prices, so far, remain the same as our last report: Carload lots at the mils, $1.30, f. o. b.; carload lots on dock at New York, $1.45; smaller lots from store, $1.55@$1.60.

Cut Nails: Local reports indicate more activity in the New York market, while conditions in the West remain about the same. While the demand in general is increasing somewhat, the prices remain about the same, though stronger in tone. Quotations are as follows: Carload lots on dock, New York, $1.20; smaller lots from store, $1.25.

Barbed Wire: Some improvement is noticeable in the barbed wire market. The export trade is brisking up, and is occupying the attention of the manufacturers, while the home demand is holding back somewhat. We quote New York prices as follows: Four-point galvanized, in carload lots, on dock, $1.85; painted wire, $1.55; smaller lots call for an increase of 5 cents.

Stove Bolts: A revised list of flat head stove bolts has been adopted by the manufacturers in order to correct the inequalities developed in the course of time between that and the list on round head. The discounts of 75 and 10 per cent. remain unchanged. The revised list is as follows:

STOVE BOLTS—FLAT HEAD.

Length.	⅛, 5-32 & 3-16	7-32	¼	5-16	⅜
⅜	$0.75	....	....	....	....
½	.75	$0.80	$0.85	....	....
⅝	.75	.80	.85	....	....
¾	.75	.80	.85	$1.20	$2.25
⅞	.80	.85	.90	1.30	2.30
1	.80	.85	.90	1.30	2.35
1⅛	.85	.90	.95	1.40	2.45
1¼	.85	.90	.95	1.40	2.45
1⅜	.90	.95	1.00	1.50	2.55
1½	.90	.95	1.00	1.50	2.55
1¾	.95	1.00	1.05	1.55	2.65
2	1.00	1.05	1.10	1.60	2.75
2¼	1.05	1.10	1.15	1.65	2.85
2½	1.10	1.15	1.20	1.70	2.95
2¾	1.15	1.20	1.25	1.75	3.05
3	1.20	1.25	1.30	1.80	3.15
3¼	1.25	1.30	1.35	1.85	3.25
3½	1.30	1.35	1.40	1.90	3.35
3¾	1.35	....	1.45	1.95	3.45
4	1.40	....	1.50	2.00	3.55
4¼	1.45	....	1.55	2.05	3.65
4½	1.50	....	1.60	2.10	3.75
4¾	1.55	....	1.65	2.15	3.85
5	1.60	....	1.70	2.20	3.95
5¼	1.65	....	1.75	2.25	4.05
5½	1.70	....	1.80	2.30	4.15
5¾	1.75	....	1.85	2.35	4.25
6	1.80	....	1.90	2.40	4.35

ROUND HEAD.

⅜	$0.85	$0.90	....	....	....
½	.85	.90	$0.95	....	....
⅝	.85	.90	.95	....	....
¾	.85	.90	.95	$1.35	$2.50
⅞	.90	.95	1.00	1.40	2.55
1	.90	.95	1.00	1.45	2.60
1⅛	.95	1.00	1.05	1.50	2.65
1¼	.95	1.00	1.05	1.55	2.70
1⅜	1.00	1.05	1.10	1.60	2.75
1½	1.00	1.05	1.10	1.65	2.80
1¾	1.05	1.10	1.15	1.70	2.85
2	1.10	1.15	1.20	1.75	2.90
2¼	1.15	1.20	1.25	1.80	3.00
2½	1.20	1.25	1.30	1.85	3.10
2¾	1.25	1.30	1.35	1.90	3.20
3	1.30	1.35	1.40	1.95	3.30
3¼	1.35	1.40	1.45	1.95	3.40
3½	1.40	1.45	1.50	2.05	3.50
3¾	1.45	....	1.55	2.10	3.60
4	1.50	....	1.60	2.15	3.70
4¼	1.55	....	1.65	2.20	3.80
4½	1.60	....	1.70	2.25	3.90
4¾	1.65	....	1.75	2.30	4.00
5	1.70	....	1.80	2.35	4.10
5¼	1.75	....	1.85	2.40	4.20
5½	1.80	....	1.90	2.45	4.30
5¾	1.85	....	1.95	2.50	4.40
6	1.90	....	2.00	2.55	4.50

Nuts: The manufacturers of hot pressed nuts have agreed upon revised lists on manufacturers' standard square and hexagon nuts, in order to make the prices on manufacturers' standard sizes and United States standard sizes subject to the same discount. The revised lists are given below and are subject to a discount of 6.3 cents on square, and 7.2 cents on hexagon:

HOT PRESSED SQUARE NUTS.

Short Diameter.	Thickness.	Hole.	Size of Bolt.	Price per lb., cts.
⅜	⅜	7-32	¼	13.0
⅞	5-16	9-32	5-16	11.5
½	⅜	11-32	⅜	10.0
⅝	7-16	25-64	7-16	9.2
1	½	7-16	½	8.7
1⅛	9-16	½	9-16	8.6
1¼	⅝	9-16	⅝	8.5
1⅜	⅝	21-32	⅝	8.4
1½	⅞	25-32	¾	8.3
1¾	1	⅞	1	8.2
2	1⅛	31-32	1⅛	8.2
2¼	1¼	1 3-32	1¼	8.3
2½	1⅜	1 3-16	1⅜	8.5
2¾	1½	1 5-16	1½	8.7
3	1⅝	1 7-16	1⅝	8.9
3¼	1¾	1 9-16	1¾	9.0
3½	1⅞	1 11-16	1⅞	9.4
4	2	1 13-16	2	9.6
4¼	2⅛	1⅞	2⅛	9.7
4½	2¼	2	2¼	9.9
4¾	2⅜	2⅛	2⅜	10.1
4½	2½	2¼	2½	10.3
4¾	2¾	2 3-16	2¾	10 8
5	3	2 11-16	3	11.3
5½	3⅛	2 15-16	3⅛	12.0
6	3½	3⅛	3½	13.0

HOT PRESSED HEXAGONAL NUTS.

½	¼	7-32	¼	20.0
⅝	5-16	9-32	5-16	16.0
¾	⅜	11-32	⅜	13.0
⅞	7-16	25-64	7-16	11.4
1	½	7-16	½	10.5
1⅛	9-16	½	9-16	10.4
1¼	⅝	9-16	⅝	10.1
1⅜	¾	21-32	¾	9.9
1½	⅞	25-32	⅞	9.8
1¾	1	⅞	1	9 7
2	1¼	31-32	1⅛	9.7
2¼	1¾	1 3 32	1¼	9.8
2½	1⅝	1 3-16	1⅜	10 0
2¾	1⅞	1 5-16	1½	10.2
3	1¾	1 7-16	1⅝	10.4
3¼	1⅞	1 9-16	1¾	10.7
3½	2	1 11-16	1⅞	10.9
3¾	2	1 13-16	2	11.1
3½	2⅛	1⅞	2⅛	11.4
3¾	2¼	2	2¼	11.6
4	2⅜	2⅛	2⅜	12.0
4¼	2½	2¼	2½	12.3
4½	2¾	2 7-16	2¾	13 0
4¾	3	2 11-16	3	13.8
5	3¼	2 15-16	3¼	14 5
5¼	3⅜	3¼	3⅜	15.8

Nuts of dimensions not stated on these lists will be charged at special prices.

HOT PRESSED SQUARE AND HEXAGON NUTS—NARROW GAUGE SIZES.

Square.	Price per lb., cts.	Hexagon.	Price per lb., cts.
11-32x 5-32x 3-32	35.0	....	....
13 32x 3-16x 5-32	20 0	....	....
15-32x 7-32x 7-32	13.7	....	....
0 16x 9-32x 9-32	18.3	....	....
11-16x ⅜ x 21-64	10.7	11-16x ⅜ x 21-64	14.0
25-32x 7-16x 25 64	10.7	25x32x 7-16x 25-64	13.0
⅞ x ½ x 7-16	9.0	⅞ x ½ x 7-16	11.2
1 x 9-16x ½	8.7	1 x 9-16x ½	10.5
1⅛ x ⅝ x 9-16	8.6	1⅛ x ⅝ x 9-16	10.4
1¼ x ⅝ x 21-32	8 4	1¼ x ⅝ x 21-32	10.1
1⅜ x ¾ x 25-32	8.3	1⅜ x ¾ x 25-32	9.9
1½ x1 x ⅞	8.3	1½ x1 x ⅞	9.8
2 x1⅛ x 31-32	8.3	2 x1⅛ x 31-32	9.8
2¼ x1¼ x1 3-32	8.4	2¼ x1¼ x1 3-32	9.9
2½ x1½ x1 3-16	8.5	2½ x1¼ x1 3-16	10.0
2½ x1½ x1 5-16	8.8	2½ x1½ x1 5-16	10.3

HOT PRESSED SQUARE NUTS FOR STEAMBOAT STIRRUP BOLTS.

Short Diameter.	Thickness.	Hole.	Size of Bolt.	Price per lb., cts.
1¼	⅝	9-16	⅝	8 6
1½	⅝	9-16	⅝	8.6
1¾	⅝	21-32	¾	8.6
2	⅝	25-32	⅞	8.6
2	⅞	25-32	⅞	8.6

Joint or Oblong Nuts, Round Nuts, Double Cupped Nuts, Extra Thick and other special styles of Nuts made to order at special prices.

Glass: The American Window Glass Association, composed of the jobbers of New York, Philadelphia, Baltimore and Richmond, have announced an increase in price from 85 and 5 per cent. discount to 80 and 20 per cent. in orders of less than carload lots. Manufacturers' prices remain the same.

Linseed Oil: No change in linseed oil quotations has occurred since our last report. The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: Lots of less than 5 barrels, 34 cents per gallon; lots of 5 barrels or more, 33 cents per gallon. The latter price requires the

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delivery of the quantity named at one time. Boiled linseed oil, 2 cents higher per gallon than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE OMAHA TRADE.

Angust trade has held its own in rather an unusual way, being considerable in advance of July business. The extremely warm weather appears to have had no effect whatever on business, which has pounded along at a steady gait, and made a most enviable record. The demand for all classes of merchandise has been exceptionally large and no line of goods appears to have been omitted. The unusually warm weather of the last two months has, to some extent, modified the ideas of our country friends in regard to the result of the corn harvest, which will, for this reason, fall somewhat below the estimates of thirty days ago. Outside the corn crop, which has been shortened by the dry weather, the harvest has been exceptionally large and the returns to the producer throughout the State will be unusually satisfactory.

Collections are above the average, and prices of staple goods are showing a decided tendency to firm up. The city is crowded with visitors to the Exposition, all of whom appear to be enjoying themselves, speaking in the highest terms of the beauty of the Exposition, and their enjoyment of the regular features, as well as the special entertainment which the management appear to be disposed to provide with a liberal hand for the entertainment of visitors.

RECTOR & WILHELMY CO.

THE PITTSBURG TRADE.

The best evidence that good times are coming is the fact that capitalists are ready to embark in new enterprises.

It is announced that another very large plate glass factory is to be built at once within a few miles of Pittsburg on the Allegheny River. This industry, already very large, bids fair to rival steel or any other in our midst.

County fairs are occupying the attention of our friends throughout the country at present. They are well attended, and while they last it is difficult for traveling men to get a hearing.

During the last day or two, while the thermometer ranged in the nineties, we have been mailing our fall and winter catalogue, asking orders for skates, sleds, horse covers, stoves, etc. We apologize to our merchant friends, but the date had come and catalogue had to go out without regard to weather. We shall hope for a speedy fall in temperature and consequent orders.

Our soldier boys are coming marching home and will gradually resume their places among the workers. Whether they succeeded in getting active service, or only lay in camp, they are entitled to honor for their willingness to go at their country's call. LOGAN-GREGG HARDWARE CO.

THE PHILADELPHIA TRADE.

The uppermost topic just now is the weather, and with the thermometer hovering between ninety and a hundred in the shade, the temptation to idleness and half-hearted business is very strong, and we can readily understand how the natives of warmer climes give way to idleness almost altogether.

A friend of ours, on his first visit to Florida, some years ago, emerged from his hotel one morning and found an able-bodied darkey stretched out on the grass half asleep at nine o'clock in the morning. Being an energetic business man himself, our friend accosted the darkey and asked how he could be idle at that hour of the day, to which the darkey replied: "Look a hyar massa! How long youse been down hyar?" "Just arrived last night," was the reply. "Well sah," came the answer, "when youse been down hyar as long as I has you will be sleepin' in the mornin' too."

It is rather encouraging despite this high temperature, business has been moving along with some signs of improvement, while all reports from manufacturing centres point towards an advance in the price of staples, owing to the increased cost in the raw material. Factories are generally busy, and it is confidently hoped that cooler weather will bring a very handsome increase in the volume of trade. It certainly looks as if the downward movement in price has been stopped, and as if all changes must show a tendency upward.

Another bright star in the outlook is to be found in collections, which show a decided improvement. On the whole, the gratifying reports published by the commercial agencies for August show that the number of failures during that month were smaller than in any month for years.

All of these indications give tone to the market and Fall trade, thereby, opens very encouragingly.

BIDDLE HARDWARE CO.

THE PORTLAND TRADE.

September opens with brighter prospects for New England trade than has characterized the business for the past six months.

The market is well sustained, and the trade have confidence to go ahead with more energy than they have been showing of late.

The agricultural conditions are very favorable and we are reasonably sure of good crops. This will put the farmers in condition to be more liberal than they have been for the past year, and now that confidence is restored, many of the building projects that were abandoned a short time ago will be started along.

Collections are rather poor.

THE EMERY-WATERHOUSE CO.

THE ALBANY TRADE.

The cold waves which have arrived, and the later ones promised by the weather bureau, together with the ending of vacation season and the settling down to business of most dealers, indicate a full resumption of business. The strength of the market in leading goods and the consolidation of large manufacturers, give considerable tone to the market. It has had a stimulating effect already, as is evident by the larger orders now coming in for immediate as well as future shipment.

With nails a little higher, with the expected strengthening of screws, and a few other "straws" of this character, it is confidently expected that the dealers who are being supplied by the jobbers will buy rather more freely than in the past. The low prices of many manufactured articles are certainly a temptation to purchasers, and while no heavy advance may be made on the entire line of Hardware, yet it would seem from present indications that stronger prices will follow soon on many articles now being sold at very low figures. We count on a continued good trade, and believe our hopes will be realized.

ALBANY HARDWARE & IRON CO.

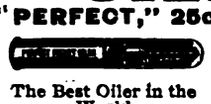
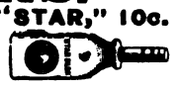
THE KANSAS CITY TRADE.

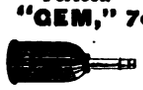
It is quite true that to "turn out" a "trade letter" to order, unless one feels particularly in the mood, is a difficult task. Now, if a fellow could sit down and "fire a letter" at you just when he felt "fired up," rather than have an unexpected summons reach him for immediate attention, the result would be better.

Under present circumstances, therefore, we are writing because we must. If our "muse" happens to be doing business to-day we shall hope to have the proper connection and combination necessary to relate our little story.

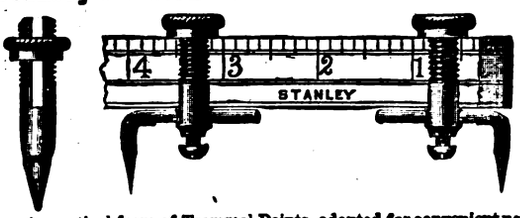
The merchants are by this time aware of the fall prospects. All over our territory, tributary to this market, the grains are harvested and "made." The corn yield, like that of wheat, is "spotted" and less than anticipated. Prices for cereals are fairly good indeed, and, strange to

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OILERS.
"PERFECT," 25c. "STAR," 10c.


The Best Oiler in the World.
Second only to the "Perfect."
"LEADER," 10c. "GEM," 7c.


The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
CUSHMAN & DENISON, - 174 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Patent Rule Trammel Points.


A practical form of Trammel Points, adapted for convenient use on a Carpenters' Rule. They can be attached to Folding Rules of any ordinary width; and on many kinds of work will take the place of regular Trammel Points, Calipers or Dividers.
A complete set, consists of two Brass Trammel Heads, with movable Steel Points, and one Head with a Pencil Socket.
No. 99. Rule Trammel Points, per set of three, in a box.....$0 50

say, we read often of the Kansas farmers refusing to sell this year's wheat crop unless given $1 per bushel.

Seeding conditions for the fall are very favorable indeed throughout the greater portion of this western region. This, with the present harvests assured, makes a buoyant feeling, which we are compelled to believe is to result in a lively trade.

August was duller than July, but September already gives evidence of the prevailing conditions, and the volume of trade is steadily now on the increase. Failures of any note seem to be rare; collections are "easy;" prices are steady and advancing on the staple lines, though not strictly maintained to the profitable limit justified by the market. This will always be the case.

GILLE HARDWARE & IRON CO.

THE COLUMBUS TRADE.

Trade is a little quiet, and it is not to be wondered at, as the weather has been too hot to try to do much. Last week was State Fair week, and it was a success as to exhibits and patronage; with rain enough one or two nights to keep the dust down. The grounds could not have been in better condition; but hot! Well, yes. You could see people that had melted and run all over themselves just like butter.

There have not been many changes in prices since your last issue. The dealers who read the trade journals no doubt have noticed the new list on flat-head stove bolts and nuts. The steel market is more firm and price on cut nails, wire and wire nails is higher. Manufacturers are not making small concessions as readily as they did thirty days ago.

Collections are not what we expected. Our customers say the farmers are not selling their wheat because the price is too low, and cannot pay their accounts until they do sell. Wouldn't it be a nice thing to carry that right through from farmer to manufacturer? The farmer is an independent cuss and pays when he pleases. Most of the country merchants cannot pay until they get what the farmer owes them. Now, if the jobber would say to the manufacturer that the farmer has not paid the country merchant and we cannot pay you, and then the manufacturer could tell his workmen that the farmer had not paid the country merchant and the country merchant hadn't paid the jobber and the jobber has not paid us, and we cannot pay you, and then the workman can sing the same song to his groceryman. Now, that would not be so bad because it has gotten around now to where the groceryman can get at the farmer. He can go through the list and come down to his customers who can't pay him, and, of course, he cannot pay the farmer for potatoes, corn, hay, etc. We cannot see why that wouldn't be a pretty good way to do business. You see we would not need any money at all, only to pay taxes and go to base ball games. If we thought we could figure the thing out on an equal basis we would go at it, but we fear we would get tangled up, so we leave it with some one else.

THE SMITH BROS. HARDWARE CO.

THE ST. PAUL TRADE.

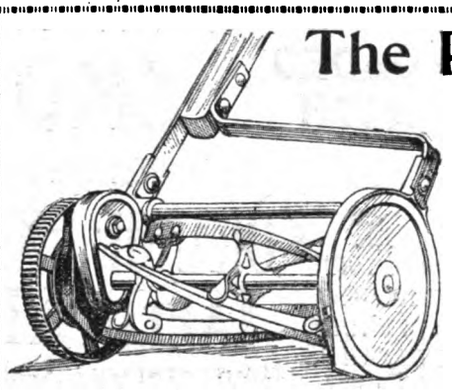
In giving the present business situation here, we can only repeat in substance what we have said in former letters. The business for September bids fair to meet our previous expectations. A large number of customers are now in town, drawn here by the State Fair that holds this week. They are buying freely, and all of them seem to be confident that a prosperous business is before them.

The firm feeling manifested in the iron market is giving increased confidence to buyers, and cannot it be said that the increased confidence of buyers is giving a firmness to the iron market?

The usual after-harvest collections have not yet fairly commenced, and perhaps they will fall short somewhat of what might be expected in view of the large crop, owing to the fact that the price of wheat is not up to the expectation of the farmer, and that a good many will be inclined to hold their crop for a higher price. Yet the fact remains that money is generally plenty, and no great inconvenience need be apprehended from this cause.

Builders' Hardware is moving freely, both for city and country, all of which shows the general trend in the direction of Prosperity. C. W. HACKETT HARDWARE CO.

THE IMPROVED
"SNAP SHOT"
IS THE STRONGEST MOUSETRAP MADE.
The Simplest in Construction.
Easiest to Set; Sets Itself.
It has no troublesome wires dangling from top, bottom or sides to annoy you.
It Don't Crack Your Fingers.
Set it either side up.
It is not out of business when one mouse is caught. It kills quickly without mutilation.
Packed one dozen in a nice box.
One or two gross in a case.
Retail price: 4 holes 5c. Good profit for jobber.
JOHN M. MAST,
Patentee and Mfr., LANCASTER, PA.

The Racine Patented
Lawn Mower.

Thoroughly up-to-date.
Cuts within 5-8 of inch of edge.
Has no wood roller.
WRITE FOR DISCOUNTS.
LAWSON MFG. CO.,
CHICAGO, ILL. MILWAUKEE, WIS.

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Where Germany Scores.

The following quotation from the report of Mr. Cusack-Smith, H. B. M. Consul in Samoa, shows why Germany is making such rapid strides in her foreign trade:—A high-class German commercial traveller has visited Samoa with excellent samples at really cheap prices, and obtained £2,000 worth of orders mainly from British traders. He will be three years absent from Germany, visiting the colonies. At each colony there awaits him a completely new and different set of samples suited to the particular colony, and he anticipates doing a very large business. The buyer's wishes as to special labels, trade marks, lengths, widths, trade terms, and commission are readily acceded to. This traveller declared that most or many of his goods were originally made in Manchester. The were ordered by German firms, and marked in Germany with German trade marks. On being told, "Well, then, you Germans get the credit for many things 'Made in Germany,' which you never make at all," his reply was, "That is quite true. The English manufacturers won't send out the goods, so we do it, and make the profits." This, again, points to the lesson so repeatedly given of the necessity of studying the needs of the foreign buyers. Study those needs; make the goods as the buyers want them, send out travellers who speak the languages of the people they visit, and who quote in the currencies and measures with which the foreign buyers are familiar, and the orders and the full profits will come to the British makers direct.—*Hardware Trade Journal, England.*

Varieties of Asbestos.

Manufacturers of asbestos goods are supplied for all practical purposes from four principal sources:—1. Canada, whence the asbestos is white, silky, very unctuous, having supple fibres from 5 to 25 millemetres in length. 2. Siberia, whence the mineral is yellowish, some species being of a straw yellow. 3. The Cape of Good Hope asbestos has a characteristic blue color. It occurs in larger masses than either the Canadian or Russian. 4. In Italy there are different kinds of asbestos, some with long silky fibres, of little resistance, employed for gas furnaces; while others are very short, and used only for making heat retaining coverings.—*The Iron and Coal Trades Review.*

To Test the "Bite" of a File.

In the matter of file testing, if one has the chance to "shove" the tool under working conditions, it is the best way to test the sharpness. But there is another way which is quite good, and within limits, is helpful to the buyer—although I learned it from a seller. This looks to the so-called "angle of repose" of a block of metal resting upon the file, while the latter is inclined to the horizontal. Thus, suppose we have two files, one of which will keep a flat metal block from sliding when it is at a certain angle; while the other, when it is inclined at a greater angle, will keep the same block still; then the second one will have the sharper teeth of the two. The maximum angle at which the file lies to the horizontal, while keeping the block in place through the "bite," does not quantitatively measure the sharpness of the file teeth; but it is a pretty good straw by which to judge the wind, and better than the usual thumb tests made over a store counter.—*Machinery.*

Took Him at His Word.

A plumber engaged a new journeyman who, although possessed of great talking powers, was woefully incompetent with his hands when practice was required of him. He was set by his employer to make an ordinary trap, and, after spending twice the usual time at the job, was so thoroughly ashamed of his own performance that he tossed the article under the bench out of sight and began the operation afresh with new material. His second attempt was almost as bad as the first, and was just finished when "the boss" came along. The latter eyed first the piece of work, then the workman, next spoke out in language painful and free, and finished with the withering sarcasm: "I'll put up your wages if you show me a more wretched piece of work than this." "Here you are, sir," returned the undismayed employe, pulling his first effort from its hiding-place and calmly placing it in front of his master.—*Ex.*

The estate of C. M. Robertson, Montville, Conn., recently lost by fire their boiler house. In order to obviate, if possible, a like experience in the future, they have decided to put up a thoroughly fire-proof construction in its place. The building will have steel framework, brick side walls, and an absolutely fire-proof roof, consisting of corrugated iron covering laid on the Berlin Iron Bridge Co.'s patent anti-condensation roof lining. Steel trusses will support the roof. The building is about fifty feet square, divided by a corrugated iron partition through the center, making a boiler room and pump room. The ventilation is obtained by monitors on the ridge of the roof, having sash on the sides. The Berlin Iron Bridge Co. are furnishing and erecting the steel work.

When your watch gets out of order you have choice of two things to do: throw it into the fire, or take it to the watch-tinker. The former is the quicker.—*Exchange.*

To be good is noble; but to show others how to be good is nobler, and no trouble.—*Exchange.*

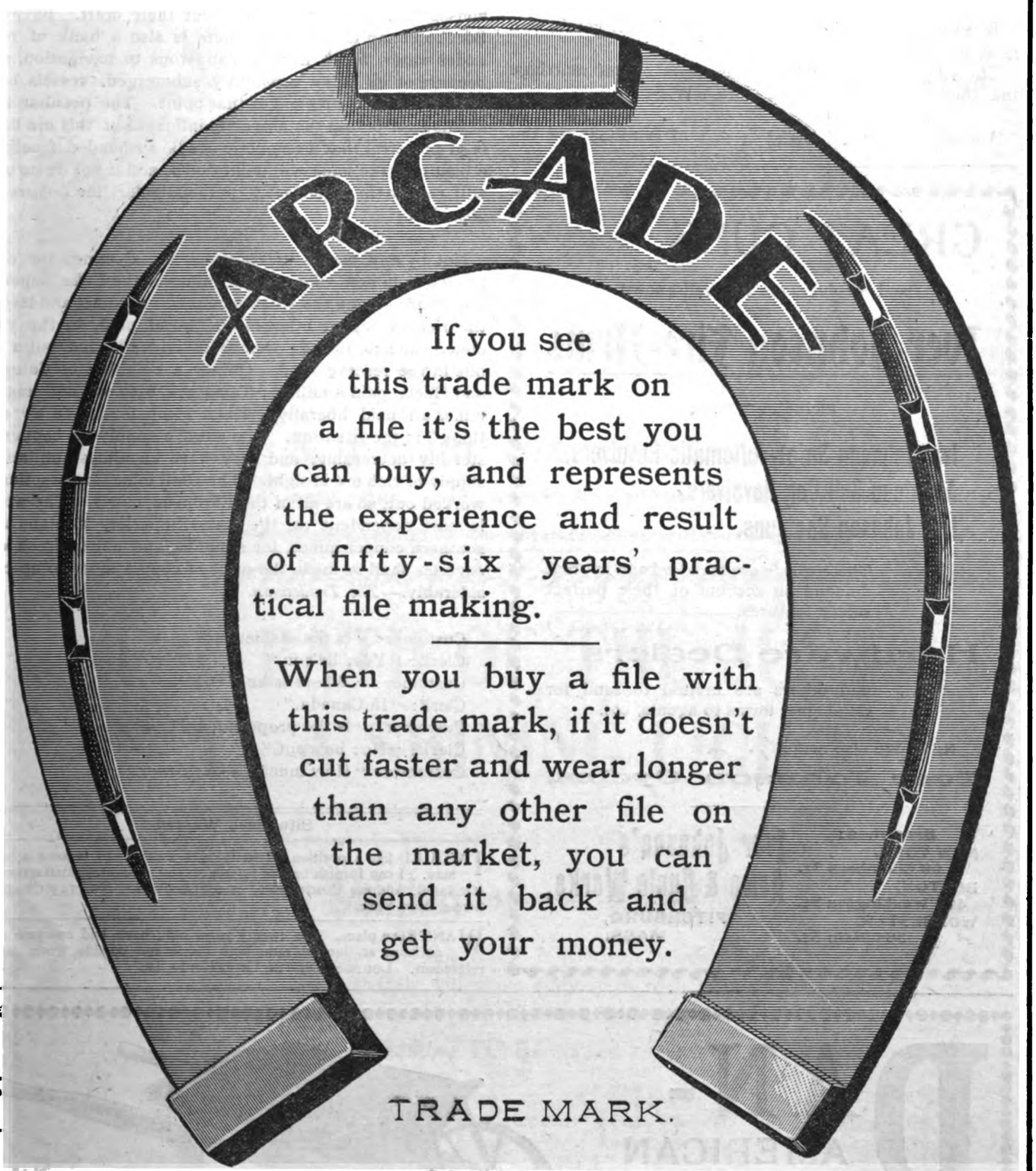
Be good, and you will be—lonesome.—*Exchange.*



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Fifty-Six Years Making Files.

We ought to know how.



Established 1842.

THE ARCADE FILE WORKS,

NEW YORK: 97 Chambers St.

Works, ANDERSON, IND.

CHICAGO: 118 Lake Street.

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COURTLANDT C. CLARKE, Sec. and Treas.

ALFRED WEED, Vice-President and Gen'l Mgr.

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Sententious Sayings.

About the best way to get even with a man is to pay what you owe him.

When a couple are matched but not mated, it is a sort of friction match.

A young widow's health usually improves when her physician gets married.

Any man who can save money during his engagement can afford to marry the girl.

After a woman reaches a certain age she never mentions it.

It is easy to walk the tight-rope of society if you have a good bank balance.

The other half gets all the happiness out of marriage that the better half puts in.—*Chicago News.*

A most phenomenal island is that of Bornhohn, in the Baltic, belonging to the kingdom of Denmark. It is famous for its geological peculiarities, consisting as it does almost entirely of magnetite, and its magnetic influence is not only very well known to the navigators of those waters, but also much feared by them, on account of its influence on the magnetic needles, which makes the steering of a ship correctly a matter of much difficulty. In fact, this influence is felt even at a distance of miles, and so palpably that, on the island being sighted by mariners on the Baltic, they at once discontinue steering their course by the needle, and turn, instead, to the well-known lighthouses and other holds to direct their craft. Between Bornhohn and the mainland there is also a bank of rock under water, which is very dangerous to navigation, and because of its being constantly submerged, vessels have been frequently wrecked at that point. The peculiar fact in this case is that the magnetic influence of this ore bank is so powerful that a magnetic needle suspended freely in a boat over the bank will point down, and if not disturbed, will remain in a perfectly perpendicular line.—*Scientific American.*

Not by any means are precious metal mines the only profitable mines. The copper mines of the Lake Superior region are among the great bonanzas. Calumet and Hecla, the richest copper mine in the world, paid, in the year ended June 30, 1897, $4,000,000 in dividends, and put a big pile in the reserve fund. Quincy a neighbor of Calumet and Hecla, paid a million; Tamarack, $360,000, and smaller mines all paid liberally. These companies have a "soft thing" in the situation. The world's supply of copper is steadily decreasing, and they have an almost unlimited supply of rich ore in sight. The Chili mines are practically worked out, so are all of the European mines. The world is now dependent on the Lake Superior, Montana and southern copper mines, for supplies, and unless fresh discoveries shall be made the price of copper must go up considerably.—*The Tradesman.*

Customer: "Is the cashier in?"
Clerk: "Yes; he's in."
Customer: "Where is he?"
Clerk: "In Canada."
Customer: "Is the proprietor in?"
Clerk: "No; he's out."
Customer: "How much?"—*Exchange.*

GREAT GUNS

and revolvers are the well-known

Iver Johnson Fire-Arms

including

Iver Johnson Safety Automatic Revolvers,
American Bull Dog Revolvers,
Iver Johnson Shotguns.

These goods are standard and in great demand on account of their perfect safety features.

Hardware Dealers

and others are invited to send for Catalogue, terms to agents, etc.

N. B.—We also make . . .

Iver Johnson Cycles.

Branches:
NEW YORK, 99 Chambers St.
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WORCESTER, 364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

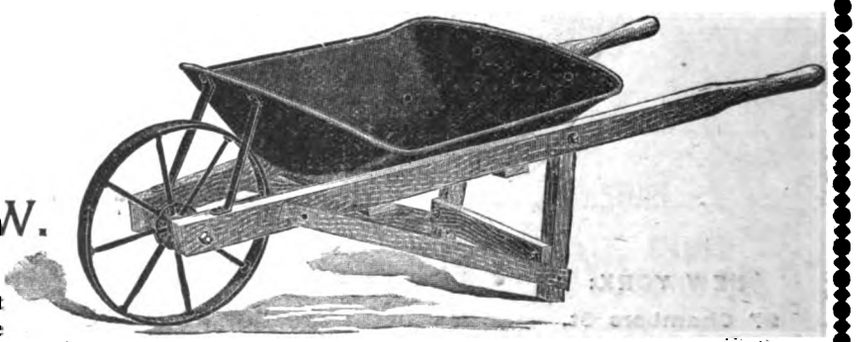
Situations Wanted.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE. No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



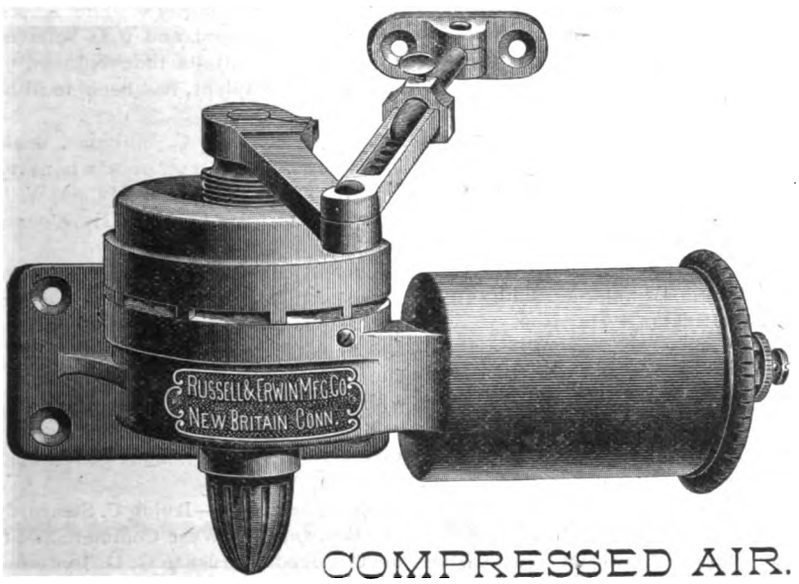
Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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TEMPORA MUTANTUR ET NOS MUTAMUR IN ILLIS.

GUARANTEED TO DO ITS WORK PERFECTLY

COLUMBIA PNEUMATIC DOOR CHECK AND SPRING.



Simple in Construction.
Readily Applied.
Easily Regulated.
Powerful in Action.
Neat in Appearance.

COMPRESSED AIR. NO LEAKAGE.

Russell & Erwin Manufacturing Co.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BALTIMORE. LONDON.

"THE PATH OF THE JUST IS AS A SHINING LIGHT."

If you want people to have that kind of a faith, just supply them with

Phillips Shining (Varnished) Light Snow Shovels.

Though Light, they are not frail. It has been proven many a time that Phillips patterns of Snow shovels will move more snow with less muscular effort than any form of tool yet produced. . . . . .

Insist on having the ***GENUINE*** Phillips Shovels—of proper form and well made from good materials. . . . . .

If you would like to know why 400,000 "Flyer" Window Screens were sold this summer drop us a card.. . . . . .

The A. J. Phillips Co., Fenton, Mich.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Battle Creek, Mich.—The DuBois Hardware Co. has been incorporated with a capital stock of $15,000.

Butte City, Mont.—The Davis & Weimscary Co. has been organized, with J. E. Davis, A. J. Davis and J. F. Weimscary as principal stockholders. The new company has purchased the interest of Ras Rochester in the Butte Hardware Co., North Main Street, and will carry on business at that place. The management will be in the hands of Mr. Weimscary, who has had an extensive experience in that line and who for several years past has been the Montana representative of Hibbard, Spencer & Bartlett, of Chicago. The new company will greatly enlarge the stock and make the establishment the rival of any house in its line in this section.

Ogden, Utah.—The Boyle Hardware Co. has been incorporated with a capital stock of $10,000. They carry a line of Hardware, sporting and athletic goods, etc., and propose to do both a wholesale and retail business.

Changes and Improvements.

Bendena, Kans.—J. W. Fulton & Co., Hardware, etc., succeeded by J. W. Fulton.

Benkleman, Neb.—Ough & Barger, Hardware, etc., succeeded by King & Barger.

Fargo, N. D.—F. F. Brauer, the Hardware, furniture and harness dealer here, is the pioneer merchant of Harvey. He is about to have built a stone warehouse, 25x35 feet, and an addition to his store, 25x40 feet, two stories high, with a ten-foot basement. Gackle & Billigmier, Hardware merchants here, are soon to erect a new store building 24x80 feet.

Galesburg, Ill.—J. C. Toler, Hardware, sold to Kendall & Co.

Herkimer, N. Y.—G. P. Munson has closed his Hardware store in the Fox Block and will retire from business after nearly twenty years' service. The stock was purchased by J. M. Metzger, Metzger & Getley, and Silliman Bros.

Hornellsville, N. Y.—One of the oldest Hardware firms in this city has passed out of existence and the firm of Sheldon Bros. becomes that of Davis & Olcutt. This business change will made one less Hardware store in this city, as E. J. Davis will close his Seneca Street store and devote his time to his new establishment. Mr. Olcott is from Fonda and a stranger to most of our citizens, but in connection with such a hustler as Mr. Davis, there is no question regarding their future. The new firm will occupy the entire Sheldon Block and will fit it with a stock second to none in this section of the country.

Irvington, Ky.—McGlothlan & Piggott, the enterprising Hardware and implement dealers, have moved into their new building and now have one of the most attractive stores here.

Lebanon, Ill.—Jacob Striegel has retired from the firm of Stoffel & Striegel, Hardware merchants, and Mr. Stoffel will assume entire control of the business.

Port Deposit, Ind.—Stephenson & Reynolds, Port Deposit's enterprising Hardware merchants, are having their store thoroughly renovated. When the carpenters and painters finish their work it will look like a new establishment.

Princeville, Ill.—Minkler & Adams, Hardware, sold to Minkler & Harrison.

Riverside, Cal.—The Trowbridge Hardware Co.'s business, under the proprietorship of G. M. Piper, has grown in such magnitude since it changed hands that is remarkable, taking in account the partial failure of crops in the back portions of the county. Mr. Piper is giving his undivided attention personally to all branches and his close connection with Eastern firms gives him an advantage in buying goods that few possess.

Salamanca, N. Y.—C. E. Gallagher has opened the Gallagher store and is receiving goods which he is putting on shelves and arranging. Mr. Gallagher is agent for several Western manufactures of wagons, buggies and agricultural goods, who will send goods by the car loads, and make Salamanca a distributing point to re-ship in smaller quantities.

Topeka, Kan.—The stock of the W. A. L. Thompson Hardware Co. is being transferred four doors north. This storeroom has been extended back to the alley and is opposite the new wholesale building being erected.

Washington C. H., Ohio.—The Brown-Bare Co. changes its name to the Brown-Potter Hardware Co.

Wayne, N. Y.—George H. Savage is closing out his Hardware business in this village and arranging to return to Holley, where he will engage in the marble and granite business.

Waynetown, Ind.—Harvey Works, Hardware, succeeded by Harvey & Little.

West Acton, Mass.—Maynard & Nichols have purchased the Hardware, tin and stove business heretofore conducted by William B. Holt. W. L. Maynard the senior member of the firm, has heretofore conducted a successful Hardware business at Townsend, Mass.

Williamsburg, Kan.—R. G. Warwick has moved his Hardware stock into the building lately vacated by the removal of the C. H. Lee stock of Hardware.

Business Embarrassments.

Bloomfield, Ind.—Grant Gordan, dealer in farm implements, has made an assignment to S. W. Jarvis.

Brooklyn, N. Y.—Edward H. Richards, Hardware dealer, No. 2756 Atlantic Avenue, has made an assignment to George A. F. North.

Henderson, Ky.—The Banks Hardware Co., of this city, made an assignment for the benefit of creditors. The assets are estimated at $30,000, and it is believed the firm will pay all its indebtedness. S. J. Banks, the president, has been in ill health for some time.

Mobile, Ala.—D. C. Williams, dealer in Hardware, has filed a petition in bankruptcy.

Mt. Washington, Ohio.—James W. Corbly, dealer in groceries and Hardware, has made an assignment.

New Albany, Ky.—George H. Devol, stoves and Hardware, has filed a voluntary petition in bankruptcy. Liabilities, $8000; assets, $5000. He and his father have been in business, at the same stand, for fifty years.

Northport, Wash.—C. H. Williams, Columbia Hardware Co., made general assignment.

Springfield, Mo.—Irving C. Steere, dealer in Hardware on West Commercial Street, made a deed of trust to G. G. Lydy for the benefit of his creditors. Mr. Lydy is now in possession of the store as trustee. The debts will aggregate about $2600 and the assets will be, it is believed, sufficient to cover the liabilities. The stock will be sold at retail for ninety days, and if at the end of that time the indebtedness is paid the remaining stock will be turned over to Mr. Steere, if not it will be sold at public auction.

Waverly, Ill.—James H. Christopher and Frank Christopher, Hardware and implement merchants, filed petitions in bankruptcy in the United States District Court. The liabilities are $7500, and the assets $5500.

Burglaries in Hardware Stores.

Addison, N. Y.—Moore & Weatherby, $60.

Cambridge, Vt.—H. W. Gray, small loss.

Hillsboro, Tex.—Glenn & Rowe, revolvers, etc.

Pittsfield, Mass.—Barker & Belden, cutlery, revolvers, etc.

Sleepy Eye, Minn.—Klossner & Mueller, Hardware, store burglarized and a quantity of articles stolen.

Recent Fires.

Le Roy, N. Y.—E. H. Buell, Hardware, damaged by fire.

Waxahachie, Tex.—W. A. Briggs, implements and storage house, damaged by fire.

Miscellaneous.

Detroit, Mich.—Geo. G. Bogue and James A. Whiting, formerly members of the Fletcher Hardware Co., have severed their connection with that firm. Mr. Bogue is now connected with the Standart Bros., wholesale Hardware company, and Mr. Whiting is cashier of the Detroit City Gas Co.

Fort Collins, Colo.—George Stidger of Denver, counsel for the creditors, applied to Judge Boughton for the removal of Benjamin W. Coleman, assignee of H. L. Decker, a Hardware dealer of Eldora, who assigned recently. The petition was granted.

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ON EXHIBITION

Model Hardware Store!

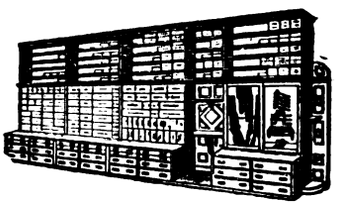
Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.

Eastern Office, 253 Broadway, New York.

Warren's PATENT PORTABLE NEW SYSTEM HARDWARE SHELVING SCREW CASES AND SAMPLE HOLDERS MFD BY J.D. WARREN MFG. CO. CHICAGO.



...Established 1867



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	SCREEN DOORS,	LINOLEUM,
BRUSHES,	WINDOW SCREENS.	MATTING,
BASKETS,	WASHING MACHINES,	RUGS,
REFRIGERATORS,	CLOTHES WRINGERS,	CORDAGE,
SNOW SHOVELS,	HAMMOCKS,	TABLE OIL CLOTH,
FLOOR OIL CLOTH,	BICYCLES,	ICE CREAM FREEZERS.

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers & Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

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Underhill, Clinch & Co., 94 CHAMBERS ST., NEW YORK.

Our Covers are the most attractive ever presented for Catalogues, Booklets, etc. The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.

NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U.S.A.



Kearney & Foot Co.

Manufacturers of the

100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

SEND FOR CATALOGUE AND PRICES.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

BAKER PATENT STEEL PICKET FENCE.



AS CHEAP AS WOOD.

We want one Hardware firm in every city or county to sell this fence.

Send for Circular to

BAKER MFG. CO., Allegheny and South Aves., Allegheny, Pa.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—The Albany Foundry Co., incorporated with a capital of $50,000, and will take over the old Perry stove foundry plant on the island south of the city. The company will manufacture iron and other metal castings. The capital stock is divided into $100 shares and the directors are: Frank White and John D. Green, of this city, and Andrew McNamara, of Troy, each of whom subscribes for ten shares of the stock.

Bradley, Ill.—Eureka Steel Mfg. Co. has been incorporated for manufacturing purposes.

Chicago, Ill.—The Crescent Specialty Mfg. Co., capital, $2500; to manufacture Hardware specialties.

Cleveland, Ohio.—The National Mfg. Co., has been incorporated with a capital stock of $100,000, to manufacture bolts and nails.

Geneva, N. Y.—Geneva Steam Heating Co., has been incorporated by Frank E. Smith, T. H. Chew, Samuel Southworth. Capital stock $30,000.

Louisville, Ky.—The Auxier Plow Works, with $2500 capital, with privilege to increase to $10,000, filed articles with the Secretary of State. J. D. Auxier, Thos. Voorhis and G. B. Stapleton are among the incorporators.

Owatonna, Mich.—The Washington Tool Co. filed articles with a capital stock of $20,000. The name of the new concern indicates the nature of its business. The following are named as incorporators: George B. Hossfield, George W. Hastings, Oliver N. Olson, Willis Sperry, Silas E. Ware and O. P. Johnson.

San Francisco, Cal.—Economy Smokeless Furnace Co., has been incorporated by John C. Howard, Henry C. Richards, Douglas R. Wilson and others.

St. Mary's W. Va.—The American Drilling Tool Co. has been incorporated by W. P. Kingsbury, H. P. Boyle, A. J. Boyd, D. W. Reynolds and M. D. Hanes. Capital stock $50,000.

Changes and Improvements.

Batavia, N. Y.—The Johnston Harvester Co. has just placed an order with a number of the leading steel producing concerns of the country for 3500 tons of steel to be used in the factory. The total cost of the consignment will be $100,000.

Birdsboro, Pa.—The Brooks Iron Co., nail factory and plate mill, has resumed operations, after being idle for some time.

Birmingham, Ala.—A steel wire and rod mill costing $500,000 will be built by members of the Illinois Steel Co. and kindred concerns, at Ensley City, in the near vicinity of the big steel mill now in the course of erection. The new mill will manufacture wire, rods and nails for export purposes exclusively.

Chicopee Falls, Mass.—The J. Stevens Arms & Tool Co. have found it necessary, in order to catch up with orders, to run a gang of men nights. About fifteen men work all night. The company employ at present about one hundred and twenty men. They expect to build an addition to their plant in the near future. This is the busiest time of the year, as they are preparing for the fall demand of rifles. They have recently shipped rifles to India, Africa and England.

Glasboro, N. J.—The DuPonts recently purchased a large tract of land adjoining their powder works at Gibbstown, and it is said they are about to enlarge their plant to three times its present size, making it by far the largest in the United States. They will manufacture smokeless powder.

Kansas City, Mo.—The John Deere Plow Co. has taken out a permit to build its $25,000 annex to the warehouse at Nos. 1312–22 Hickory Street. The company's rapidly increasing business has compelled it to enlarge and it will have the second largest floor area in the implement business in Kansas City.

Terryville, Conn.—The Eagle Lock Co. will soon begin the erection of a new four-story building. Work on the iron house extension is being hurried to remove the stock when part of the main building will be torn down to make room for the new shop. The new building will be of brick and will be 40 by 60 feet in size.

Recent Embarrassments.

Cincinnati, Ohio.—A deed of assignment has been filed in the Probate Court by Wm. Resor & Co., stove manufacturers, on State Avenue. The business was established many years ago by Wm. Resor, Sr., and as his sons grew to manhood they were admitted to partnership. For years they did an immense business and were rated as one of the first concerns in their line in the country. Prior to 1893 they had become indebted in various ways, and since then they have been paying off their obligations. In doing so they drew too much upon their resources, and the business was necessarily crippled. They struggled hard to tide over the hard times, but found they could not do so, and decided to make an assignment for the purpose of straightening out the tangled affairs and reorganizing the concern on a sound basis. The assets are $80,000 and the liabilities $36,000. Deeds were also filed by the individual members of the firm. The assignee of the individuals is Morrison R. Waite, and of the firm the Union Savings Bank & Trust Co. The assets of Wm. Resor, Jr., and I. Burnet Resor are $60,000 and liabilities $20,000 each. The assets of Chas. H. Resor are $15,000 and his liabilities $6000. The individual members of the firm own real estate to the amount of $135,000, on which there is an incumbrance of $46,000. Part of this property is held jointly by them and part of it separately, but all independent of the firm.

Recent Fires.

Jackson, Mich.—Crawford & Lampton Bros., manufacturers of Pope's side harrow, and one of the largest industrial concerns in Jackson, was destroyed by fire last week.

Miscellaneous.

Chicago, Ill.—The plant of the Chicago Stamping Co. was sold by the sheriff recently to Frank Sturges for $75 000. Sturges holds a $240,000 judgment against the corporation, the validity of which is as yet undecided by the courts. He gave a bond of $60,000 for the return of the property in case his judgment should not be sustained. It is understood Sturges will proceed with the manufacture of about 5000 unfinished bicycles which are a part of the corporation's assets.

New Haven, Conn.—The Winchester Repeating Arms Co., of this city, is still running on a twenty-four-hour schedule, and will continue to do so indefinitely. The Marlin Fire Arms Co. started in on a twelve-hour schedule to fill a number of big orders for sporting guns and rifles.

Providence, R. I.—The American Screw Co. has shut down it factory at the corner of Eddy and Henderson Streets for a month to allow time for repairs on the factory's large chimney and flues.

Reading, Pa.—The Chantrell Tool Co. is busier than ever they were before in August. The orders that are now on hand for various articles they manufacture will keep the plant running full-handed for some time to come. Large shipments are being made daily of axes, hammers, etc. Bicycle chains and sundries are also being made in large quantities.

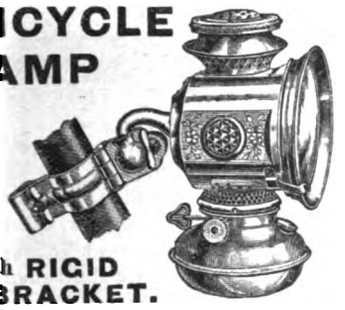
Toledo, Ohio.—The Toledo Machine & Tool Co. held its annual meeting recently and the following officers and directors were elected for the ensuing year: E. P. Breckenridge, president; G. F. Donaldson, vice-president; G. M. Acklin, secretary and treasurer, and H. J. Hude, superintendent. Directors: E. P. Breckenridge, E. W. Tollerton, J. D. Robinson, G. M. Acklin, and G. F. Donaldson.

Tyron, Pa.—At a meeting of the citizens and stockholders of the Burley Heater Co., the committee appointed at a former meeting reported that the total amount of lots and stock sold by them amount to about $7500, being about one-half the amount needed to put the company on a good paying basis. The report was received and the committee continued until the balance needed could be provided for. The stockholders present proceeded to elect a board of directors, which resulted as follows: G. H. Burley, Joshua Burley, T. T. Shirk, D. H. Haagen, R. A. Wilson, G. L. Owens and H. G. Elder, with power to elect officers of the company. After the adjournment of the meeting, the board of directors elected the following as officers: President, G. H. Burley; vice-president, T. T. Shirk; secretary, H. G. Elder; treasurer, R. A. Wilson.

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THE BANNER

BICYCLE LAMP



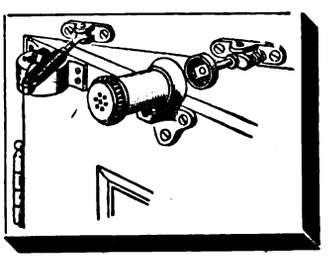
With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . . Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . . Guaranteed Wind-proof under Normal conditions in riding. . . . . All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plumo & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

Begin Early.

Many buildings in your city will need the Eclipse Door Check and Spring this coming winter. Look around, distribute some of the advertising matter that we furnish, and with a little effort you can increase your profits by supplying the schools, churches public buildings, office buildings, hospitals, libraries, fire-houses, hotels, stores and dwellings. The Eclipse is easy to apply and easy to keep in order. Send for booklet and prices.



Sargent & Co.,

New Haven, Conn.; New York; Philadelphia and Boston.

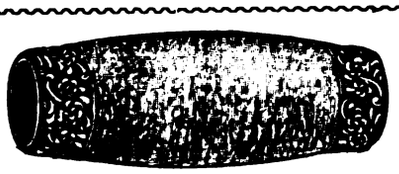
TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Springfield, Mass., U. S. A.



THE CODLING MFG. CO.,
BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of HARDWARE. MANUFACTURERS having JOB LOTS will find me a ready purchaser. RETAIL DEALERS will find my prices lower than any house in the business. . . .

A. N. JACOB, 491-493 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,

80 Pine Street, New York.

FERTILIZER CHEMICALS and MATERIALS;

ALSO

BONE BLACK

For Tempering, Coloring and Filtering Purposes.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue . . of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

Bicycle Lamps.

Job lot of high grade lamps; small, neat, attractive, just the thing for ladies' wheels. Cheap to quick cash customer. Who wants this opportunity for a bargain?

E. H. HAVEN,
150 Nassau Street,
NEW YORK.

BE . . . **ACCURATE.**

The Best Micrometer Caliper in the World and Sold at the Lowest Price. . . .



Why use expensive, inaccurate wire or sheet metal gauges when you can have Micrometer Calipers at the same price? The Lightest Micrometer, only 1¼ oz. We want all live dealers to sell them. Write for catalog.

J. T. Slocomb & Co.,
Providence, R. I.

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EUGENE MUNSELL & CO.
MINERS & IMPORTERS.
NEW YORK 218 WATER ST. CHICAGO 117 & 119 LAKE ST.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Gadsden, Ala. — The Bon Ton Livery Stable has decided to handle bicycles for rent in connection with the livery business.

Camden, N. J.—The Gentry Gear & Wheel Works; to manufacture bicycles, with an authorized capital stock of $50,000. The incorporators are: O. H. Gentry, J. E. Blackman, Chas. Halldane and F. S. Halldane.

Chicago, Ill. — Avery & Jennings Co. Capital, $10,000; to manufacture bicycle specialties.

Chicago, Ill.—Bestede Pneumatic Tube Co. has been incorporated; to manufacture tubing. Capital stock, $100,000.

Changes and Removals.

Bloomfield, N. J.—Coggeshall & Smith, bicycles, etc., reported to have dissolved partnership.

Boulder, Colo.—Thomas Hussey, bicycles, succeeded by Boulder Bicycle Co.

Chicago, Ill.—The American Cutlery Co., Nos. 175 to 193 Mather Street, have opened a department for the manufacture of bicycle pedals.

Denver, Colo.—Hart Bros. Sewing Machine Co., sewing machines and bicycles, No. 730 Sixteenth Street, selling out bicycles, to make more room for their sewing machine business.

Erie, Pa.—Contractor Henry Shenk is now building an addition to the plant of the Black Mfg. Co., which will call for the expenditure of about $9000. The company manufactures the Tribune bicycle, and the present extensive buildings are not large enough to permit the company to keep up with the orders, hence the enlargement. The new building will adjoin the present shop buildings at Nineteenth and Liberty Streets. It will be 120 feet long and 45 feet wide, three stories high, and will be constructed of brick, stone and iron. The arches, roof and other parts of the building will be of iron. The contract calls for the completion of the building the first week in October.

Hartford, Conn.—John F. Barnett, bicycle repairer, reported sold to C. H. Hurd.

Keokuk, Iowa.—G. L. Ackerman, sporting goods, succeeded by J. H. Woodburry.

Lake City, Colo.—J. J. Browning, bicycles, moved to Rocky Ford.

Louisville, Ky.—Emil Pragoff, sporting goods, succeeded by Pragoff Bros.

Minneapolis, Minn.—Schramm & Meyer, bicycles, reported to have dissolved partnership.

Paso Robles, Cal.—Smith Bros., bicycles and jewelry, succeeded by C. S. Smith.

Springfield, Mass.—H. M. Pierrepont has rented S. B. Call's bicycle repair shop and is equipping it in a first-rate style, and will be in a position to do all kinds of repairing.

Worcester, Mass.—R. Washburn, bicycle supplies, reported to have sold out.

Recent Embarrassments.

Findlay, Ohio.—The bicycle store of C. C. Van Tine was taken possession of recently by Deputy-Sheriff Wright on an execution in favor of the American National Bank for $500. The judgment was taken in Wyandot County.

Grand Rapids, Mich.—The Machine & Cycle Co., manufacturers of bicycles, filed trust mortgages recently. The company had been in operation less than one year. The failure is ascribed to the falling off in business caused by the war. Creditors are protected to the amount of $2000.

New Britain, Conn.— Senf & Hadley, sporting goods, reported to have made an assignment.

New York, N. Y.—On the application of D. H. Barker Judge McConnel has appointed J. L. Foust receiver of the New York Bicycle store at No. 127 East Eighth Street. It appears that Mr. Barker is one of the directors of the company, which was chartered some months ago under the name of the New York Bicycle Co. Mr. Foust qualified as receiver and has taken charge of the business. Chancellor McConnell has authorized him to convert the property on hand into cash.

Racine, Wis.—The Charles H. Seig Bicycle Mfg. Co., Elmer Week and Attorney Fisher, of Kenosha, appointed receivers. This was done on the petition of the Morgan & Wright Tire Co., of Chicago. The bond of the receivers was placed at $200,000. The court ordered that pending official proceedings, the receivers proceed to convert the stock for the market. There is $40,000 worth of the stock on hand. When this is made up the plant will be offered for sale by the receivers.

Miscellaneous.

Buffalo, N. Y.—A Cleveland inventor has originated a device to fasten the handle bars within the head, with the intention of making a neat finish for the top of the steering head. He attains his object by a split plug within the handle bar steering head, tightened by a screw elongated to issue between the forks at their head, in a square nut. An Illinois inventor provides for a speed changing device allowing three variations. A lever worked by the foot throws the mechanism into play, and provides for an ordinary gear for road riding, a low gear for hill climbing and for throwing off the gear when coasting The hands are always left free for guiding the wheel.

Buffalo, N. Y.—All the tools fixtures, appliances, furniture, etc., of the Superior Cycle Co., whose plant is at No. 1453 Niagara Street, were sold for the benefit of the firm's creditors by Charles Newton, attorney, for John F. Nagle, the assignee, The property was bid in by Charles Callahan, but the consideration was not made public.

Buffalo, N. Y.—Deputy-Sheriff Burns sold the plant of the Iroquis Cycle Mfg. Co., No. 393 Broadway, to satisfy an execution of $790.45, filed against it by William Hellriegel. Six bicycle men bid on the property. The first offer was about $200. It was finally sold to Mr. Hellriegel for $790. Deputy Burns said the plant was worth about $4000. An execution of $2826.09, filed against it by the Union Bank, and one of $54 80, filed by the Shelby Steel Co., were returned unsatisfied.

Cleveland, Ohio.—Rate cutting and the general demoralization of the trade has caused the bicycle repair men to organize. A meeting was held at No. 32 Ontario Street recently. It was attended by about twenty-five of the leading repair men in the city. A temporary organization was formed by electing W. H. White, president, and Chas. Willard, secretary. It was then decided to suggest the advisability of having the board of consuls of the L. A. W. conduct an examination and indorse about twenty shops around the city as "L. A. W. repair shops." Steps will be taken to fight the department stores which sell bicycle sundries at cut rates. Definite action was postponed until the consuls of the L. A. W. reported on the practicability of the scheme.

Jacksonville. Fla.—Louis J. Hathans, bicycles, No. 323 Laura Street, store robbed, and $30 in cash taken.

Springfield, Mass.—The Warwick Cycle Co., assignee has nearly completed the work of putting all stock, which was on hand at the time of the assignment, into wheels. There is no truth in the reported offer of New York capitalists for the big bicycle plant.

Washington, D. C.—Canadian wheelmen and wheelwomen regard with apprehension a proposal to manufacture heavier wheels for the season of 1899 Consul M. J. Burke reports that 30-inch wheels are likely to be made and at a higher price. Modifications are also promised in bearings, adjustments, sprockets, cranks and enaamel; and the '99 models are likely to be prettier than those of '98. It is not known exactly what the machines of the '99 pattern will weigh, but if accounts are true, they will be one pound and perhaps two pounds heavier than the wheel of to-day.

A waitress may not know how to deal a pack of cards, but she always raises the deuce when she drops a tray.—*Ex.*

The mountains in Cuba are of coral formation.—*Ex.*

Gold and silver have not been found in Cuba in paying quantities.—*Ex.*

Man is the only animal that blushes—or needs to.—*Ex.*

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"Just hear dem Bells."



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with new Paracentric Key affords the highest standard of security, and is made in hundreds of styles and sizes, adapted to almost every possible use, from a jewel-case to a prison door.



Little Brochures, "Yale Night Latches," "What is a Genuine Yale Lock," "Artist and Artisan," etc., sent on request.

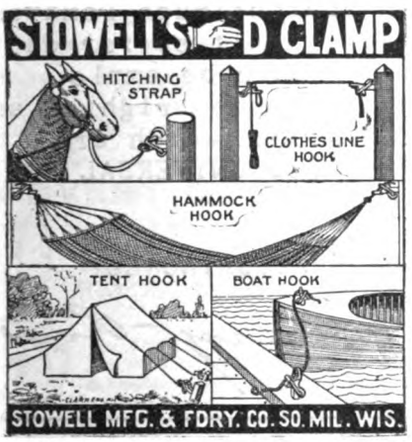
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STEAM & WATER PACKING

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HALF TONE AND LINE CUTS

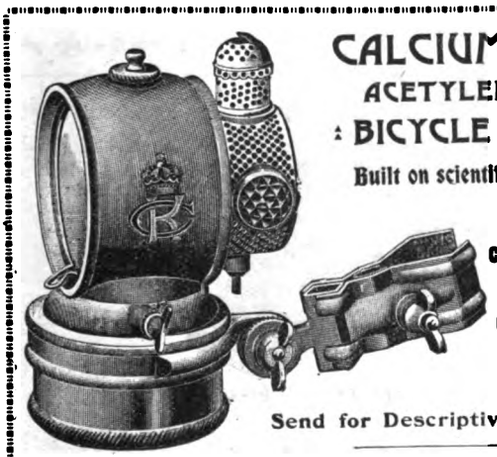
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ACETYLENE GAS

BICYCLE LAMP



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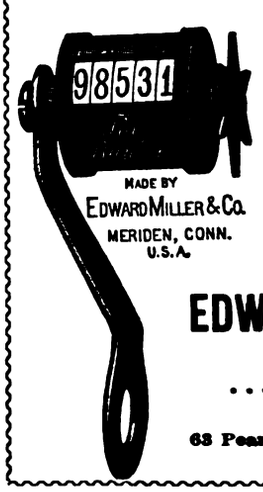
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CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

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The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.
Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.
EVERLIT LAMP.
ROYAL BELLS.

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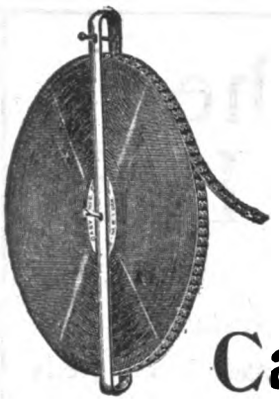
Factories and General Office,

...MERIDEN, CONN...

STORES:

63 Pearl St., Boston, Mass., and
28-30 West Broadway, New York

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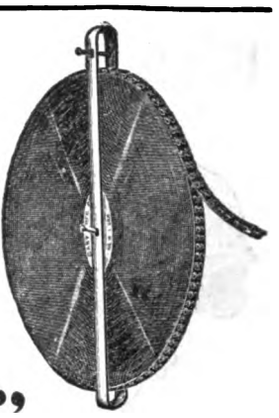
NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the

Cary Manufacturing Co.,



sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

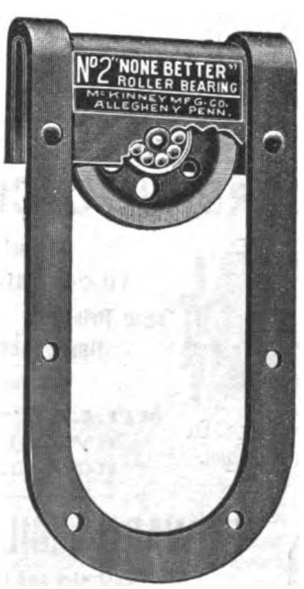
Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres't

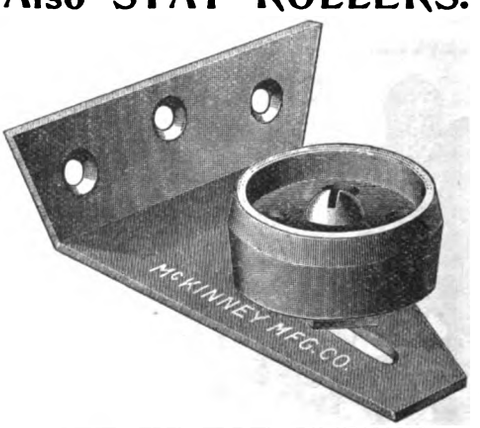
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Steel Door Hangers and Tracks.



"NONE BETTER" Brand.

Also STAY ROLLERS.



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Guaranteed Satisfactory.
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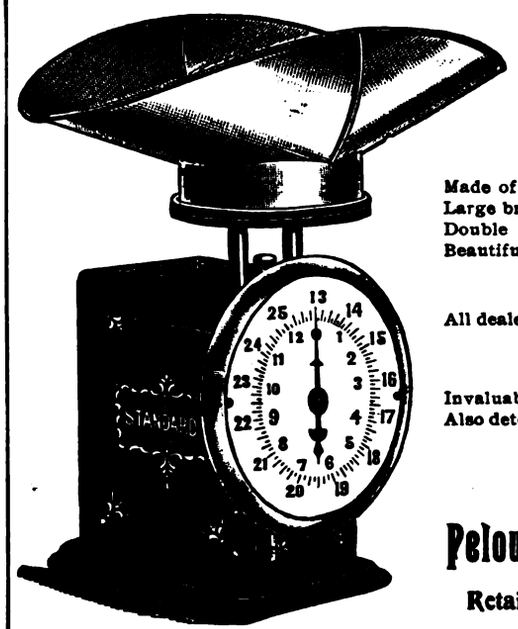


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25 pounds by ounces.

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Double upright steel supports, insuring accuracy.
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All dealers should have the
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Invaluable to families in preserving and canning
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Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,

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FREE TO HARDWAREMEN.

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All kinds of Special Screws.

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Address 505 SEARS BUILDING, BOSTON, MASS.

An Air Check.

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DOOR-CHECK and Spring.

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THEY ALONE HAVE STOOD THE TEST OF TIME. . .

FOR MORE THAN TWENTY YEARS THE "STANDARD."

CYCO BEARING CARPET SWEEPER

LATEST FEATURES:

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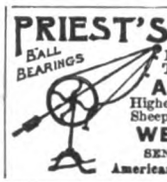
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Stock of all brands at New York Store.
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Buyers, when visiting New York City, are cordially invited to call at our salesrooms, No. 103 Chambers Street.

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WE MAKE THEM.
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LINSEED OIL COMPANY
LINSEED CRUSHERS.
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SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
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ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning . . . WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

A YOUNG man thoroughly acquainted with cutlery, cabinet Hardware and carpenters' tools as salesmen in a large retail Hardware store in New York City. Address, stating age, references and salary expected, W. V. N., care HARDWARE, No. 143 Chambers Street, New York.

WANTED: Good man who can buy and sell Hardware, sweep the store and be useful in general store. Salary $60.00, or share in the profits. THE PEOPLES SUPPLY CO, Telluride, Col.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

Situations Wanted.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical metal pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of work as references. Address "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced young man who has held similar positions in some leading business houses abroad, desires a situation in large Hardware or manufacturing concern, with chance of advancement; salary lowest to start on; highest recommendation from former employers. Address G. L., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils. Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co, No. 139 Early Street, Providence, R. I.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT" No. 3027 Poplar Avenue, Chicago, Ill.

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Situations Wanted.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober—a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN experienced salesman, representing a first-class steel range and stove company, soliciting business in Minnesota, North and South Dakota, and part of Wisconsin, is desirous of good side lines, not in conflict with stoves, on a commission basis. Hardware specialties and cutlery preferred. Have extensive and favorable personal acquaintance with the trade and first-class references. Address S. T. M., No. 28 North Tenth Street, Minneapolis, Minn.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

WANTED—Hardware salesmen capable and well informed, wanted to side-line the best saw-tool in existence. Liberal commission paid. Address or call upon the BENNETT COMBINATION SAW TOOL CO., No. 159 East Houston Street, New York City.

Side Line Offered.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER CO., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

For Sale.

HARDWARE and Paint Business, established fifteen years, for sale; excellent location; low rent. Rare chance for energetic man with few thousand dollars; no agents; reason for selling, other business. Address I. H. TERRELL, No. 368 Eighth Avenue, New York City.

OWING to the death of the proprietor it is desired to sell the Hardware business situated at No. 388 Second Avenue, New York City. All information can be obtained on personal application. Apply on premises. JACOB SCHAUS, Executor, No 388 Second Avenue, city.

FOR SALE—$2500 to $3000, stock of Hardware, stoves and fixtures, also tinners' tools; located in live country seat in central Kansas. Enormous wheat crop; corn looking well. Address Box 321, Lincoln, Kan.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

To Let.

OFFICE with room for stock. V. P. HUMASON, No. 80 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of important lines of Hardware or popular specialties; desiring an intelligent representation in Chicago, capable of covering the Western trade centering in that city; may find it advantageous to enter into correspondence with the subscriber, who possesses the necessary experience to complete arrangements which would be found profitable to those interested. Address "UP-TO-DATE," care HARDWARE, No. 143 Chambers Street, New York.

BY AN EXPERIENCED AND SUCCESSFUL SALESMAN OF HARDWARE, GUNS AND CUTLERY. TERRITORY SOUTHERN STATES. ENGAGEMENT WITH MANUFACTURER PREFERRED. ADDRESS "SUCCESS," CARE HARDWARE, No. 143 CHAMBERS STREET, NEW YORK.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

Wanted to Manufacture.

WANTED a small article to manufacture and sell; reply must state exactly what it is, and price. Address MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York City.

Wanted to Purchase.

LIGHT Hardware and housefurnishing business or would accept partnership in established business. Address CASH, care HARDWARE, No. 143 Chambers Street, New York City.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

WE illustrate herewith our new 38 cal.

HAMMERLESS,

AUTOMATIC SHELL EJECTING REVOLVER,



Central fire, S. & W. cartridge, 3¼, 4, 5, and 6 inch barrels. It is a beauty, and the price is right, as well as the workmanship. Absolutely safe. The internal hammer is rebounding.

This makes our line very complete. Dealers, have you a complete line? If not, why don't you enquire about them? We gladly answer all letters. Complete catalogue sent to any address on application.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

Send for Price and Illustrated List of

CHAMPLAIN FORGED

ALL SIZES.
ALL PATTERNS.
ALL WARRANTED
SOLD EVERYWHERE.



Manufactured by
National Horse Nail Co.
Vergennes, Vermont.

J. C. McCARTY & CO., Agents, NEW YORK.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

TRAVELING HARDWARE SALESMEN

You can obtain a profitable side line; easily handled; great seller; taking novelty; no competition, by addressing promptly,

P. O. Box 63, Pine Orchard, Conn.

THE "FERRACUTE"

PRESSES (FOOT and POWER)

DIES, AND OTHER SHEET METAL TOOLS

GET OUR ILLUSTRATED CATALOGUE. ARE BEST.

FERRACUTE MACHINE COMPANY, BRIDGETON, NEW JERSEY.

NICKEL PLATING

LACQUERS,
CYANIDE POTASH,
NICKEL SALTS.

ESTAB. 1822. INCOR. 1881.
THE HANSON & VAN WINKLE CO.
OFFICE AND WORKS
NEWARK, N.J., U.S.A.
NEW YORK. CHICAGO.

TRIPOLI,
ROUGE,
BUFFS, &c.

OUTFITS

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters.....
Railroad.....
} 40&12½&5

Ammunition—

CAPS, PERCUSSION—⅌ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....55 @ 57c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 23c

CARTRIDGES—
Rim Fire Cartridges.....60&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.35&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40& 0&5@10& 10&10%
"Black Club," Black Powder... 4 &10& 10@10& 5%
"Smokeless" Nitro Powder... 40& 0&10&10%
"Acme," Dense Nitro Powder... 4 &10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—⅌ 1000—
B.E., 11 up.60c..B.E., 9&10...70c } 25%
B.E., 8.....80c..B.E., 7.....80c }
P.E., 11 up.1.00..P.E., 9&10..$1.25 } 25%
P.E., 8....1.50..P.E., 7.....1.50 }

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ⅌ bag.....$1.25
Drop Shot, sizes smaller than B, 5-lb bags, ⅌ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ⅌ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, ⅌ bag.....$ .35
Buck Shot, 25-lb bags, ⅌ bag...$1.50
Buck Shot, 5 lb bags, ⅌ bag.....$ .35
Chilled Shot, 25-lb bags, ⅌ bag $1.50
Chilled Shot, 5-lb bags ⅌ bag...$ .35
Dust Shot, 25-lb bags, ⅌ bag....$2.00
Dust Shot, 5-lb bags, ⅌ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each.....
Orange Lightning, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each.....
Orange "Extra," F, FF, FFF, in canisters of 1 lb each.....
F, FF, FFF, in canisters of ½ lb each.....
F, FF, FFF, in canisters of ¼ lb each.....

KEG POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each.....
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each.....
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each.....
Orange Extra, Nos. 1 and 2, in kegs of 25 lb each.....
Nos. 1, and 2, in ½ kegs of 12½ lb each.....
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each.....
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each.....
F, FF, FFF, in ½ kegs of 12½ each.....
F, FF, FFF, in ¼ kegs of 6¼ lb each.....
Meal Powder, In kegs of 25 lb each.....
[In lots of 1000 lb lots 10% discount.]
Shipping Powder, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each.....
Blasting and Mining, "A," C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," C, F, FF, FFF, FFFF, in kegs of 25 lb each.....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums.....
Sing e Canisters.....
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each.....
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each.....
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each.....
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each.....
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each.....
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each.....

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb.....
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb.....
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb.....
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb.....
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb.....
"V. G. P." for Trap Shooting, in Kegs 25 lb.....
"V. G. P." for Trap Shooting, in Kegs, 12½ lb.....
"V. G. P." for Trap Shooting, in Kegs, 6¼.....
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb.....
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb.....
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb.....
Mealed Powder, in Kegs, 25 lb.....
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb.....
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb.....
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb.....
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder.....11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder.....5.75
Canisters, equal in bulk to 1 lb Black Powder.....1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ⅌ 100.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....⅌ doz. $3.50
Galien Safety.....⅌ doz. $3.75
Hartman's Pivot.....⅌ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....⅌ doz $3.25
Western.....⅌ doz. $3.75

Anti-Rattlers—

Fernald, Wire....⅌ doz. pairs. .75
Burt n's, No 2,...⅌ doz. pairs. .75
Burton's, with bolt holder, No. 1.....⅌ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....⅌ gro. $6.50
Perfect, No 2.....⅌ gro. $7.00
Bolt Holder, No. 1.....⅌ gro. $9.00

Anvils—

American "Horse-Shoe"...9½@9¾c
Armitage's Mouse Hole.....8½@9½c
Eagle Anvils, ⅌ lb 9c.....10c&5&5%
Hay-Budden, Wrought....8½@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $15.00..30%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car. No. 30.60%
Nobles Double Spur, No. 33.70&1 %
No. 10 Extension Lip....40&40&10%
No. 14 Extension Lip pattern car bit.....40&40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@40%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....7%
Snell's Car Bits.....40&10&5%
Russell Jennings' Augers and Bits.....25&10&2½&5

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $4.00, 2.@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, ⅌ doz. $30....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....⅌ gro. $2.75@$3.25
Diamond ⅌ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jennings & Co.....50%
Ladds'.....70%
Shenandoah's.....45&10@50&10%
Snell's.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@40&10%
Cleveland Wood Bits for Brace.....50&5%
Detroit.....60&10%
K. & F.....50&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10&7%
W. & B Diamond.....60&10&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ⅌ gr.....$2.00@$2.25
Hdld Scratch ⅌ gr.....$3.50@$4.00
Pat. Peg ⅌ gr.....$4@35c
Sewing, Com.....⅌ gro. 85c@$1.00
Should. Peg ⅌ gr.....$1.25@$1.45
Shouldered Brad. ⅌ gr...$1.40@$1.65
Socket Scratch ⅌ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Sets—
Aiken's Awls and Tools:
No. 10 ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $13; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $13; 4, $13; 5, $18..
15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.00; 45, $4.50; 55, $6.00; 75, $9.00; 175 $10.00 ⅌ dozen net.
Stanley's Excelsior, No. 1, $7.50; No. 3, $4.00; No. 3, $5.5 .....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ⅌ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's.....40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chatillon's:
No. 2000 20 30
⅌ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....⅌ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....30%
Tinned, each, $7.50.....30%

Bells—
HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....55%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $6, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives' ₱ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $2..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00...50&10&2%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhams Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lance:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@8 %
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct '84..5&10@ 75&10&5%
Phila., Eagle, list $3.00.85&10@85& 15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 23, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
O. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $3.50 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.10
Jennings'	2.50	$3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
O. E. Jennings & Co.:
No. 106@114¼.....60&10%
No. 208¼@214¼.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@35%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & J. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....35&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50% Cast Brass, Ice House.....40% Cast Brass, Loose Joint...40&10@50% Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& &10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts, 50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₱ gross $1.75@$1.90
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@2 25
Sardine Scissors...₱ doz. $2.0 @2 25
Sardine Scissors, Forged tel. ₱ doz. $4.00@5.50
Sprague, No. 1, $2.00; No. 2, $2.25; No 3, $2 50.....70&10%
Universal, ₱ doz. $3.00.....55&5%

Cards—

Cotton.....30@35%

Horse and Curry.....30@35%
Wool.....30@35%

Carpet Stretchers—

Bullard's.....33⅓&5
Cast Iron Steel Points, ₱ doz.75@$1.00
Cast Steel, Polished.....₱ doz. $2.25
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyco-Bearing	₱ doz. $27.00
Crystal		₱ doz. $36.00
Gold Medal		₱ doz. $24.00
Grand		₱ doz. $36.00
Grand Rapids.		₱ doz. $22.00
Hall		₱ doz. $60.00
Prize		₱ doz. $24.00
Premier		₱ doz. $24.00
Superior		₱ doz. $24.00
Welcome		₱ doz $24.00

Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $13.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz net.....$12.00
"Sovereign," Jap. ₱ doz. net. $17.00
"Sovereign," Nic ₱ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12 00
Ladies' Friend No. 1	$16.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$2 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid Broom Action, Jap..	$20.00
Rapid Broom-Action, Nic..	$22.00
Select, Broom-Action, Jap...	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap.....	$20.00
Easy, Cam Action, Nic.....	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam Action, Nic.....	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$24.00
Our Own, Cam-Action, Nic..	$24 00
Imperial, Cam-Action, Nic..	$25.00
Model, Cam-Action, Nic.....	$24.00
Grand Republic, Broom-Action, Nic	$38.00
Mammoth, Broom-Action, Nic	$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@65 &10%
Martin's Patent (Phoenix).60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.25	3.35	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%

Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7½@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 45&10&5 @50&5%
O. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Rox.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
O. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....35 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₱ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Dril Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @45&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co., 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz $7.20 net
Mascott.....₱ doz $3.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....55%
Compasses, Calipers, Dividers, 70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....30%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '96.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 71@75¢
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 30 in. ₩ doz $1.20@1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@30&5%
Ohio Tool Co.....75&10&5@30&5%
P. S. & W.....75&10&5@30&5%
Witherby.....75&10&5@30&5%
Watrous.....30&10@40%
L. & I. J. White.....30&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting. 33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....30@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size...₩ doz. $2.00
Paine, Diehl & Co.'s Keystone 33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5 50
Dover, Steel Handle No. 10, ₩ gro.....$5.50
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$3.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Riser's Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$3.40 each.
Spark Coils, 12 pt.....$3.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, C F F.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4½c	5½c	8½c
¼ kegs, ₩ lb.	5c	6½c	8½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum...60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....5(&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....!0&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand" Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@20&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&2 %
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse...₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse. ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P. S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works: '96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Chesney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 38c } 80@80&10%
Over 5 lb.....₩ lb 35c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 60&10&10%

Door or Thumb:

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.35	1.50

60&10@70%

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Drawer Handles.....60%
Ring Handles.....70%
Mondin's Latches.....50&10@60%
Shelf Box Handles.....55%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock ...50%
Bronzed.....60&10@65%
Japanned, with Nuts.....$1.00
Japanned, with Plate $1.10
Japanned, without Plate.....80c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....55@60@60%
Plain B. M.....60@ 0&10%
Push Plates, Sargent's List..60@ 0 10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted .....₱ gr. $2.25@2.50
Auger, large.....₱ gr. $3.00@3.25
Auger, Douglass', Pat. ₱ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3⅜.....40%
Auger, Swan's, Pat. ₱ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl .....₱ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted..... ₱ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₱ gr. $2.25@2.50
Firmer Chisel, Apple large ₱ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Cronk's Roller Bearing, No. 4, $13.00; No. 5, $20.00.....70@70&10%
Cronk's Steel cov'd Loose Axle, 60&10@ 0&20%
Davis Parlor Door .....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....60@60&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....6 &5%
New Model.....4 &10%
Parlor, Standard.....4 &10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special. $14.00, ₱ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....60@60&5%
Stowell Mfg. Co.'s Barn Door
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic .....5 &10%
Matchless Covered. .....60&5%
Nansen, Roller Bearing....60&10%
Parlor Door.....5 &5%
Wild West.....5 &5%
Zenith, for Wood Track.....5 &5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....5 &5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Universal Anti-Friction.....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.6&10&5%
Warner's Pat.....30&10&15%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 ₱ doz.....40&10%
Wrought.....35&10&5 per cent
Wrought, Stanley.....35& 35@10%

Hatchets—
See Axes.

Hay Knives—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn, and Spear Point 80%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5&5%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 23 and 24 50&10@50&10&5%
Rolled Plate.....
Rolled Raised.....
Plate Hinges "Providence" 6 to 12 in. ₱ lb. 5c. 14 to 36 in. ₱ lb. 4c. } 70&10@70&10&5%
Screw Hook and Strap. { 6 to 12 in., ₱ lb..3½c; 14 to 20 in., ₱ lb..3½c; 22 to 36 in., ₱ lb..3 c

STRAP AND T HINGES—
Light Strap Hinges.70&10% @75& 10 to& 10%
Heavy Strap Hinges.80&10@80& 10 & 1%
Light T Hinges.....70 @70&10%
Heavy T Hinges 75&5@75&10&5%
Extra Heavy T Hinges..8 to 8 10 %
Long Chest Hinges..10&10@8 &10 & 10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Zell's American.....30%
Matchless, Double Acting.....25%
New Idea, No. 1, ₱ gro.....$7.50
New Idea, No. 2, ₱ gro.....$18.00
Rex.....₱ gr. $12.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....7 %
Tuscan Surface, Double.....70%
Vigilant.....60&10@60&10&10%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....3 %
Columbia, No. 14..₱ gro. $8.00
Columbia, No. 18.....₱ gro. $24.00
Crown.....30%
Gem.....30%
Knoxall.....₱ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₱ gr., $18.00; No. 2, $13.00

GATE HINGES—
Automatic.....₱ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E. ₱ doz $7.50.....@ 0&10 1%
N. E. Reversible.....₱ doz $5.00 60@60&10%
N. Y. State..₱ doz $4.20...6 @60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ₱ doz $4.20...60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....60&10%
Mortise Gravity.....50%
Nos. 1, 2, 3.....60&10%
Nos. 40 and 50.....60%
Huffer.....50&10@60&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 2, 3, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....60&10%
Buffalo Gravity Locking, Nos. 1, 2 and 3.....60& 0&5%
Champion Gravity Lockin Nos. 1, 2.....60&10&10%
1868, Old Pat'n, Nos. 1, 2 and 3, 60&10%
Tip Pattern, Nos. 1, 2 and 3, 60&10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 106..60%
Niagara Gravity Locking, Nos. 1, 2 and 3.....60 10%
Noiseless, Nos. 50, 60, 65 and 65.50%
O. S. Lull & Porter ....60&10&5%
Pioneer, Nos. 060, 45 and 5½..."5 &5%
Steam Boat Gravity Locking, No. 10.....60&10&5%
Stanger's Noiseless.....75%
Mortise Gravity.....50%
Stanley's Steel Gravity Blind Hinges, ₱ doz. sets $1.80.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. ₱ doz. $3.50 net
Crescent Cultivator, 7 in. ₱ doz. $3.75 net
Crescent Double-Bit ₱ doz. $4.00 net
Crucible Cut-Easy..₱ doz. $4.50 net
Cotton.....60&10%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....60%
Ladies' and Boys'.....60&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Mario.....₱ doz $4.00
Mattock Hoe.....₱ doz. $3.75 net
Planter's.....50&15%
Texas Cut-Easy.....₱ doz. $4.50 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....20@20%

Hog Rings and Ringers—
Hill's:
Rings.....₱ gr. boxes..$3.00@3.25
Ringers.....₱ doz. 50@60c
Kohlers, Horse Nail, Ringers. ₱ doz. $9.00
Perfect Rings.....₱ gro. $7.00@8.50
Perfect Ringers.....₱ doz. 8.c

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....60&10%
Peerless Enameled-Ware..70&10%
Crystal Steel-Ware.....5 &10%
Blue and White-Ware.....0&10%
White-Ware.....20&10%

STOVE HOLLOW-WARE:—
Ground .....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....65⅔@65%
Maslin Kettles, ...75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&5&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
BUSH—
Jennings & Griffin's.....40&10%
Light ₱ doz. $5.00 Medium ₱ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....60&10%
Chandelier.....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..60&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₱ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ₱ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co .....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....33⅓%

WIRE—
Atlas Coat and Hat.....50&10%
Belt.....50&10%
Handy Coat and Hat.....70%
Steady Ceiling.....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos.	6	7	8	9	10
A. C.	26c	26c	26c	21c	21c.

40&10%
American, all sizes, 24c.....net
Ausable.....20c 26c 26c 24c 28c. 40&10&5%
Anchor.....26c 21c 20c 19c 18c.....40%
C. S. K.....26c 22c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c..10&5%
Champlain..22c 25c 25c 24c 26c 40&5&5%
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex.....26c 26c 26c 24c 26c. 40&10@50%
Lyra....24c 24c 24c 24c 24c.. net
Maud S.....26c 22c 22c 21c. 21c 40&10&5%
Northw't'n.25c 25c 22c 21c 20c. 25@25&5%
Putnam.....25c 21c 20c 19c 18c....25%
Snowden, 24c 24c 24c 24c 24c.. net
Vulcan.....22c 21c 20c 19c 18c.....25%

Horse Shoes—
HORSE—
Brydon's, Perkins', Phoenix and Burden's, from jobb's, $3.15@3.25
Brydon Toe-Weight Shoes, Light, Medium and Heavy.....@$3 25
Gibbs' Rubber Cush'd. ₱ set, 1.50
Hartford Side-Weight, Extra Light.....$7. @$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....
W. & B Rubber Pad....₱ set, $2.50

MULE—
Add 50c ₱ keg to above prices.

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₱ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₱ doz. $12.00
Ice Crusher, No 3, ₱ doz $3.00
Ice Crusher, No. 2, ₱ doz $4.00
Ice Crusher, No. 1, ₱ doz. $3.00
Ice Tools .....₱ doz. $4.00
Sargent's Ice Awls.....50%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₱ doz. $6.00..25%
No. 34.....₱ doz. $15.00.25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Agnes':
Bread Knives. ₱ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 3½ in. Bead, ₱ gr.....$1.25@$1.50
Carriage, Jap.....₱ grs. 30c. 5&10%
Door Knobs, Hemacite.....50&10%
Door Mineral.....₱ doz. @65c
Door Por. Jap'd.....₱ doz. 65@70c
Door Por. Nickel .₱ doz .$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₱ ft. 18c
Tanned Side Lace.....₱ ft. 8c
Cut Lacings, ¼ in. ₱ 100 ft...$1.00
Cut Lacings, ⅜ in. ₱ 100 ft. $1.35
Cut Lacings, ½ in. ₱ 100 ft...$1.50
Cut Lacings, ⅝ in. ₱ 100 ft...$2.00
Cut Lacings, ¾ in. ₱ 100 ft...$2.75
Cut Lacings, ⅞ in. ₱ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....7 &10%
Style A. (all steel)....6&10%
Style E, Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....5%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25%
Gibbs' Arc....₩ dos. $10.00
Gibbs' Hustler....₩ dos. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ dos. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe....₩ lb 6c
Lead Pipe Tin Lined....₩ lb 7½c
Block Tin Pipe....₩ lb 22c
Sheet Lead....₩ lb 7c
Quantity discount 10%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.25 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$2.2 @$3.50
Porc. Lined, Wood....₩ doz. $6.00 $6&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....6'@6 &10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet....6&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 6....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....35@10%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...50&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....6'&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 22 to 39....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45&5%
Charles Parker Co....45 &5%
Yale....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....50@50&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—

American....80%					
Nos....	1	2	3	4	5
Each..	$5	$7	$10	$35	$50 $60

Dixon's....₩ doz 33⅓%

Nos....	1	2	3	4
	$14	$17	$19	$30

Enterprise....25%

Nos....	10	12	32	42
Each...	$3	$3.50	$4	$6 $15

Hales Pattern ₩ doz....70@70&5%

Nos....	11	12	13	
	$27	$33	$45	

Home No. 1..₩ doz $36....60%
Little Giant....50&10%

Nos.	305	310	312	320 323
	$35	$43	$44	$72 $96

Miles' Challenge ₩ doz...45@45&10%

Nos....	1	2	3
	$32	$30	$40

Perfection....net
Woodruff's ₩ doz....33⅓%

Nos....	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..35c
No Name....₩ lb..15c
Mystic....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Janton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 60& 10%
FURNITURE—
Antique Bronze....10%
China....20%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$2.00
Eclipse....₩ doz $19.00..25& 10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....35&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $7.00, 40%
Pelican....₩ doz $9.00, 15& 10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....37½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....60&10%
Hunters' Cup Point Knurled....₩ gro. $10.00
Hunters' Cup Point, Plain....₩ gro. $9.00
Octagon....₩ gro. $10@$14.75
Round, assorted....₩ gr. $8.00@$9.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....60&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3 .0 10%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list....$6 80
Hot Pressed, Square, off list..$6.50
Hex, off list....$7.30

Oilers—
Brass and Copper..50&10@10&1 &5%
Cushman & Denison's:
Pocket Oilers....₩ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....7 &10%
Steel....70&10%
Malleable Hammers, New Style, 10& @3 %
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10&60%
"Paragon," Zinc....70@7 &10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ lb....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1⅝ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb....70
Diamond 33⅓%
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$12.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x½ to 1½, ₩ lb....$4
" 2x2x½, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per lb 70c....40%
Boston "Phœnix" Red Sheet, per lb....50c net
Extra....60&5@60&10&5%
Standard Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ lb
Cotton Packing....14c@15c ₩ lb
Italian Packing....11c@12c ₩ lb
Jute....12½c@13c ₩ lb
Russian Packing....12½c@14c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Daisy....₩ doz 3.50
Dandy....each 7.50
Eureka, 1898....each 16.00
Family Bay State....₩ doz 12.00
Favorite....₩ doz 5.00
Gold Medal....₩ doz 4.00
Ideal....₩ doz 4.00
Improved Bay State.₩ doz..$37@30.00
Little Star....₩ doz 4.00
Monarch....₩ doz 13.50
New Lightning....₩ doz 5.50
Oriole....₩ doz 4.00
Penn....₩ doz 3.00
Perfection....₩ doz 4.00
Reading, 75....₩ doz 4.00
Reading, 78....₩ doz 7.00
Rocking Table....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable....₩ doz 4.50
Victor....₩ doz 13.50
Waverly....₩ doz 3.75
White Mountain....₩ doz 4.00
POTATO—
Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.0 @7.50
Lead....₩ gro. 2 18@4.88
Lumber....₩ gro. 6.37
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&1 @6 %
Bench, First Quality....50@50& 10%
Bench, Second Quality....50%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron ..5 &1 %
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey s....50&10@60%
Miscellaneous....35& 10%
Steer s Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....30&5@35%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....7 @70&10%
Fencing Pliers, ₩ doz $12 00....5
Flat and Round Nose, ...33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat Pliers....5
Hall's Nippers, ₩ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Plier....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....35&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....35&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ lb 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $8.50
1½ qt. ₩ doz. $ .85; ₩ gr. $9.00
2 qt., ₩ doz. $1 15; ₩ gr. $12 00
} 10@15%
Quincy Corn Popper, 1 qt., ₩ doz. $3 00; 2 qt., $4 00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules No 25....₩ doz. $11 00
Invincible, No. 6....₩ doz. $10.00
Pioneer, No. 714....₩ doz. $ 9 00
Log Lever, No 20..₩ doz. $12 00
Universal, No 42....₩ doz. $ 4.00
Newhampton, No.37 ₩ doz. $ 7.00
Iron Handle, No. 38..₩ doz. $ 9 00
Ryan's....₩ doz., $30.00, 25%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ dos., $3.50 net
Disston's Combined Pruning Hook and Saw...₱ dos $18.00, 25@45&10%
Disston's Pruning Hook.....₱ dos $13.00, 25@35&10%
Henry's Pruning Shears ₱ dos $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ dos $3 50
American, No. 33.....₱ dos. $4.50
P. S. & W. Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ dos.....$3.50@$3.75
Waters Tree Pruners.....75&10@50%
Wheeler, M. & C. Co.'s Combination.....₱ dos $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10 x 10%
Brass Screw.....66⅔@70%
Ceiling.....50@[illegible]&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ dos $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods, 30&5@30&10%
F. E. Myers & Bro.:
No. 1, Fig. 336, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 533, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....$10.00
No. 108, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 403, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$13.00
No. 285, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 297, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 295, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 493, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5&
Check.....55%
Spring.....50&5%
Springfield Socket.....60%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ dos $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ dos.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co 20&25

Rail—

Barn Door, Light, In.	½	⅝	¾
Per 100 feet	$1.40	1.65	1.80

Barn Door, "None Better" No. 1, ₱ foot.....5½c
Barn Door, "None Better" No. 2, ₱ foot.....5½c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2½c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron..₱ ft. 6½c
Sliding Door, Iron, Painted...₱ ft 5c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ dos. $3.50
Crown Lawn, No. 1....₱ dos. $3.50
Hustler, No. 0.....₱ dos. $3.50
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ dos. $3.2 @$3 40
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Catch All...net ₱ dos. $3 15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.85@$3 00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓&5%

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Westenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30& 10%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with Burrs.....50%
Burrs only.....40%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....30%
Belt with burrs, tinned or copper ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ dos. $1.00 net
Screw Stay.....₱ doz. 60c net

Rope—

Cotton Rope, Best,
¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 10½c
⅜ in.....₱ ℔ 10½c
¼ and 5-16 in.....₱ ℔ 11½c
Hay Rope, Med.....₱ ℔ 10½c
Sisal, ¼ in.....₱ ℔ 9½c
¼ and 5-16 in.....₱ ℔ 10½c
7-16 in. & larger.....₱ ℔ 9½c
Med. L'th Yarn.....₱ ℔ 8½c
Hay Rope.....₱ ℔ 9½c

Rules—

Athol, Steel.....33⅓&5%
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....8¼@8½c
Crown, Polished.....₱ doz $6.00
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¾c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ dos $6.00
No E 55 plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ dos $7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ dos $9.30
No. E 60, nickel-plated, size 4, without handles, ₱ dos.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles $5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ dos.....$2.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 30@34c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50@10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia.....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash. ₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 3 c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₱ ℔ 21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elbing's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔&5%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $30.00@$31.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
O. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

O. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ dos., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro..$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ dos.....$6.00
Excelsior Saw Tools ₱ dos....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ dos. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓&5%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $38.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ dos.....$1.00
Taintors Positive...$18.00 ₱ dos. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$9.00@$9.10
Striped.....$3.15@$3.35

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $4.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ dos., $3.00@$4.00
Foot.....55&5@50&5%
Ship Common.....₱ dos., $2.40 net
Ship, R. L. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....5[illegible]@5[illegible]&10
Pat. Excelsior.....5[illegible]&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50
Howard-Allard.....60&10&10%
O. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
O.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....8½%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1½, $3.00; 1¼, $3.50
Bench, Wood, Beech. ₱ doz $3.00@3.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $3; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....60&10@50&10&5%

Seeders—

Raisin, Enterprise.....35%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$3.25
Surrey, No. 9, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'k's & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892.50&10@30&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&5%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....35%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....50&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 35&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
R. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....60&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@30%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America, Tinned...90&2&@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10 &5%
Basket Tacks.....90@90&10%
Basket Nails.....8 &10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....70&15%
Chair Nails.....8 &10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2 %
Hungarian Nails, Steel.....80&2 %
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....35%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....60&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks. ₱ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.40

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25& 2 &5%
Keuffel & Esser Co, New list, 1898: Metal and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&10%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....35%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 428, ₱ doz.....$1.65
D. H. Fork, Steel Regular, each .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₱ doz.....$2.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in, ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, Fig 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch ₩ doz..... $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz.....$1 50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 10&10%
Crescent .....7.@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 304.....₩ 1.00, $12.00
Shaw's:
Copper Finished..... 80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....16%
Newhouse .....5 @10&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $13.50
Mouse, Bonanza.....₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ doz $3.50,15c
Mouse, Delusion.....40c
Mouse, Ideal .....₩ gr $9.00
Mouse, Round Wire. ₩ dos $1.50, 10c
Mouse, Wood, Choker, ₩ dos holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $18.50; No. 2 ₩ gro., $13.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap. ₩ doz.. $5.50
Yank e Rat Trap, ₩ doz.....$11.00
Specialty Novelty Co:
Sn p ho , 2-Hole....₩ gro., $4.50
Snap Sho., 4 Hole....₩ gro., $6.50

FLY-

Balloon, ₩ dos $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick 30%
Plastering.....25%
Pointing 30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25 &10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co. 35%

Ventilators—

CHIMNEY—

Panoramic's Double Deflector.70&10%

WINDOW—

Panoramic's "Common Sense," ₩ doz.. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide .....60&10%
Bonney's Champion.....50@5 &5%
Fisher & Norris Double Screw.....10%
Holland's.....40@40&10%
Howard's .....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's .....20@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50& 10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33 .....33⅓%
Wentworth's..... .....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $10.00.....60&20%
Daisy, ₩ doz., $12.00.....60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5 00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ dos. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Tapiin's "Perfection".....60%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....40%
Bright Wire Goods, Standard list 90&10 @90&10&10%
Cast Steel Wire.....50%
Copper Wire 40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18.....80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 to $8.80%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.. .80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft..$1.00@$1.10

Wire Rope—

List.
Cast-steel.....2¼&2½&2¾ cash
Iron.....20&2½&2¾ cash
Iron, Galvanized..20&2½&2¾ cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....80@80&10%
Aiken's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....30%
Patent Combination Black 40&10%
Patent Combination Bright. 40&5%
Boardman's..... 30@40&5%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes:
Genuine.....40&10&5&5&2%
"Mechanics'".....40&10&10 &5&5&2%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut.....40%
Whitman & Barnes:
Acme .....60@70&5%
Alligator Pipe .....50&10 &5 0%
Always Ready.....50&40&10
Bull Dog.....60&10%
Diamond Cycle.....₩ dos $8.00
Dr p ad Engineers.35@40&10%
Hercules .....70&5@75%
Improved Knife Handle Pipe 60@65&5%
Machinists' Knife Handle.50&10 @ 5& 5 &5%
Regular.....80@80&10&5%
J. H. Williams 20%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894, 2%
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895 .....2%
Peerless Mfg. Co., list Feb., 1898...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .₩ gallon.....86c
Linseed, City, Boiled, in barrels ₩ gallon.....83c
Out of Town on Spot..₩ gal.....86c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@53c
Extra, No. 1.....43@45c
No. 1.....30@38c

Paints and Colors—

Barytes, Foreign, ₩ ton, $15.00@$22.50
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net.....6¼c
In lots of 500 pounds and over, ₩ lb 5¾c
White Lead, Foreign, in Oil, ₩ lb 6@ 6¼c
Litharge, Kegs, ₩ lb.....5½@5¾c
Zinc, American, Dry, ₩ lb....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....29@—c
In machine bbls.....3 @—c

Dry Colors—

Blue, Chinese.....₩ lb 30 @35
Blue, Prussian.....₩ lb 29 @33
Blue, Ultramarine..₩ lb 6 @35
Sienna, Italian, burnt & powdered ₩ lb 4½@10 c
Sienna, Italian, raw & powdered...₩ lb 3 @4½c
Umber, Turkey, burnt.....₩ lb 2½@3½c
Umber, Turkey, raw.....₩ lb 2½@3 c
Green, Chrome, Ordinary.....₩ lb 4 @12 c
Green, Paris, in bulk,₩ lb 13½@15½c
Indian Red, American.....₩ lb 2½@3 c
Indian Red, English.....₩ lb 4½@8½

Colors in Oil—

Black Coach Japan ₩ lb..13½@20
Black Coach Japan in Oil.....₩ lb 12 @13 c
Black Drop.....₩ lb 7 @10 c
Black Lampblack, Best.....₩ lb 12 @15 c
Black Lampblack, common.....₩ lb 7 @10 c
Blue, Chinese.....₩ lb 35 @40 c
Blue, Prussian .....₩ lb 25 @35 c
Blue, Ultramarine..₩ lb 16 @21 c
Sienna, burt.... ....₩ lb 8 @12 c
Sienna, raw.... ....₩ lb 7 @10 c
Umber, burnt.....₩ lb 7 @10 c
Umber raw.....₩ lb 6 @10 c
Brown, Vandyke....₩ lb 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,

ALBANY, N. Y.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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The World is Wide,

But in all the wide, wide world with its remarkable achievements in the manufacturing line, there is as yet no make of

SILVER PLATED WARE

that can rightly lay claim to having reached the height of perfection attained in the . . . . . .

ROGERS Brand

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

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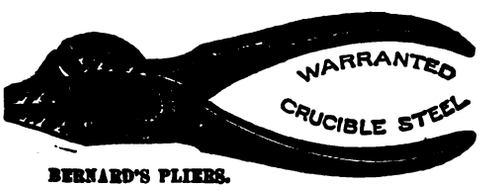
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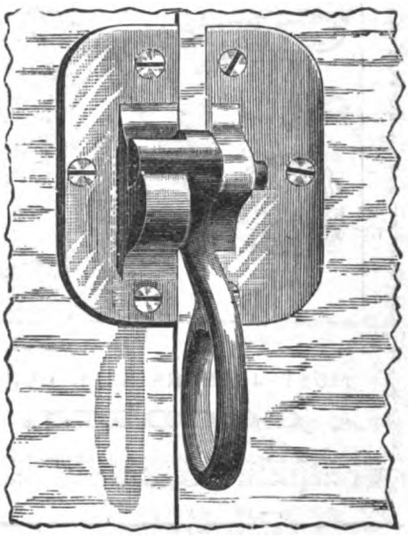
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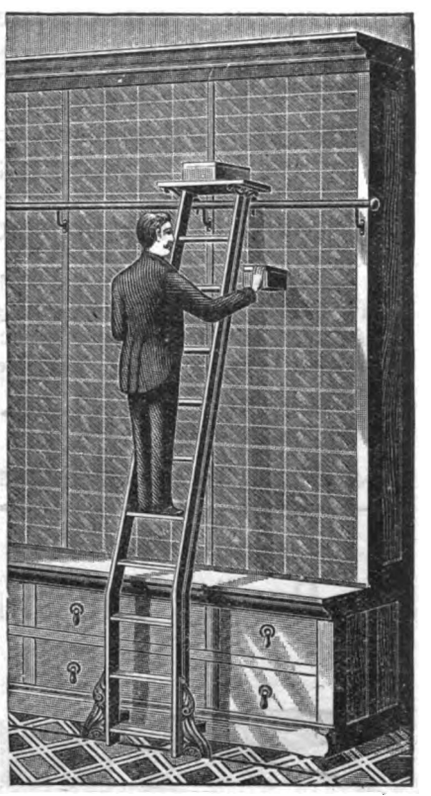
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Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

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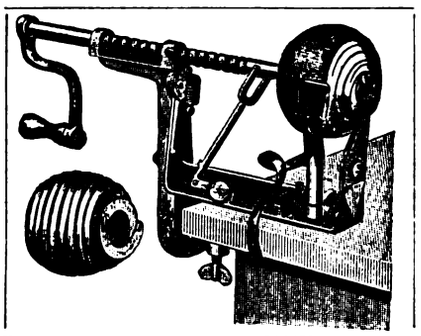
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We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

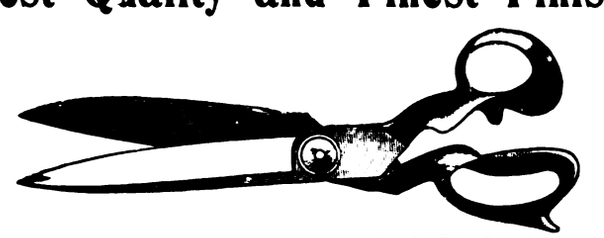
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Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. J. Moriarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Rossendale-Reddaway Belting & Hose Co., Newark, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Lowell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

C. H. Angus, Albany, N. Y.
Stowell Mfg. & Fury. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Japanning.

C. H. Angus, Albany, N. Y.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Lawson Mfg. Co., Milwaukee and Chicago.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Norwalk Lock Co., Norwalk, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. W. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. W. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

C. H. Angus, Albany, N. Y
T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metal Patterns, Work, etc.

C. H. Angus, Albany, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mica.

Eugene Munsell & Co., New York and Chicago.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surplee, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Plating, Nickel, Brass & Bronze

C. H. Angus, Albany, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.

E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Protractors.

Brown & Sharpe Mfg. Co., Providence, R. I.

Pruning Shears.

Wm. Schollhorn Co., New Haven, Conn.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Barr Mfg Co., Cleveland Ohio.
F. E Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fishdale Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

C. H. Angus, Albany, N. Y.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Phillips & Clark Stove Co., Geneva, N. Y.

Rat and Mouse Traps.

See Traps.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. O. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Roof Trusses, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York

Saw Sets.

E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Screws.

Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Snell Mfg. Co., Fishdale, Mass.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shears, Power.

E. S. Stiles Press Co., Watertown, N. Y.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.

Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Underhill, Clinch & Co., New York

Spades.

Sickels & Nutting Co., New York,
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.

E. T. Barnum, Detroit, Mich.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn

Statuary.

E. T. Barnum, Detroit, Mich.

Stay Rollers.

John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

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Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.
Edward Miller & Co., Meriden, Conn.
Phillips & Clark Stove Co., Geneva, N. Y.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.
Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland.O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.

Structural Iron Work.
Berlin Iron Bridge Co., East Berlin, Conn.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tinning.
C. H. Angus, Albany, N. Y.

Tin.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Tin, Perforated.
Harrington & King Perforating Co., Chicago.

Tin-Plate.
Bruce & Cook, New York.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Billings & Spencer Co., Hartford, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Darling, Brown & Sharpe, Providence, R. I.
Detroit Twist Drill Co., Detroit, Mich
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
C. E. Jennings & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
Boston & Lockport Block Co., Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Pope Tube Co., Hartford, Conn.

Twine.
Samson Cordage Works, Boston.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vases, Flower.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Washing Machines.
Anthony Wayne Mfg. Co., St. Louis, Mo.

Watchman's Clocks.
Nans & Co., New York.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.
Bryan Mfg. Co., Bryan. Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Guards, Punched.
Harrington & King Perforating Co., Chicago.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.

Wire, Manufacturers.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
E. T. Barnum, Detroit, Mich.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.

Woodenware.
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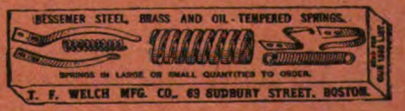
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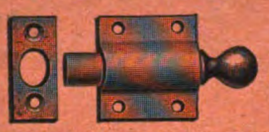
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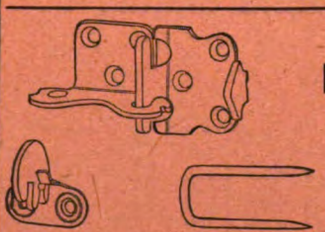
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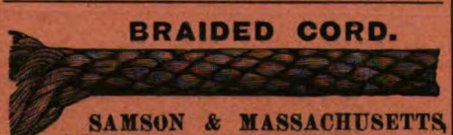
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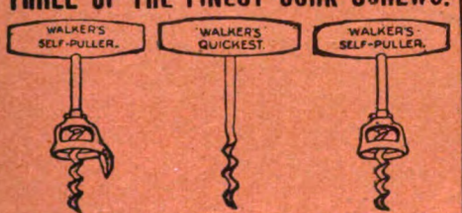
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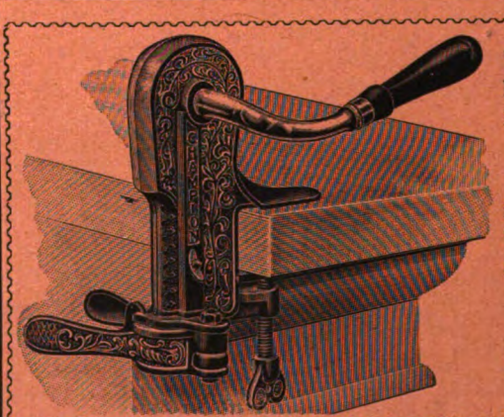
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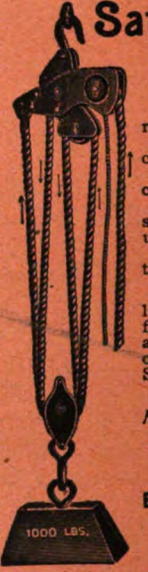
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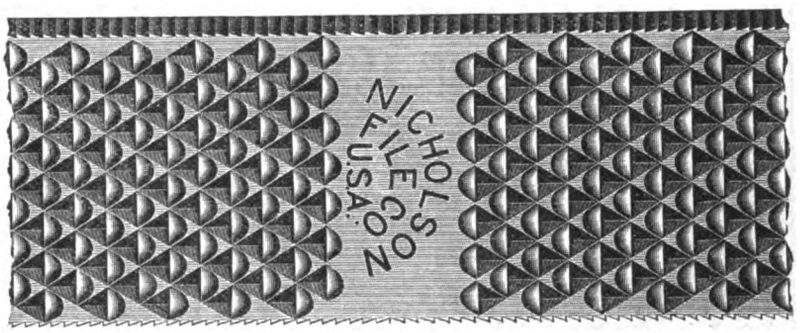
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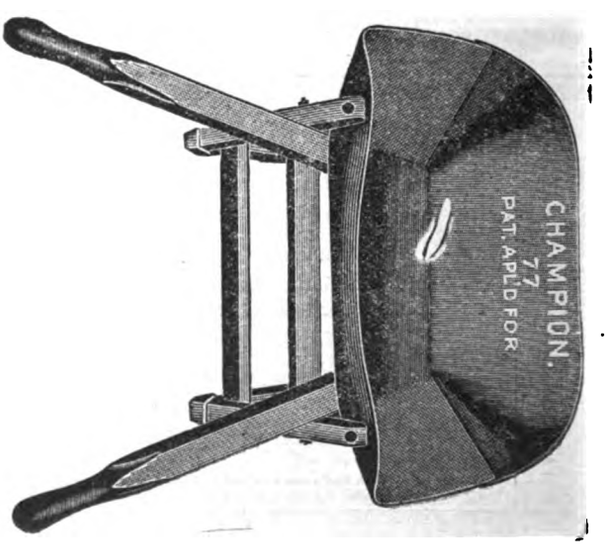
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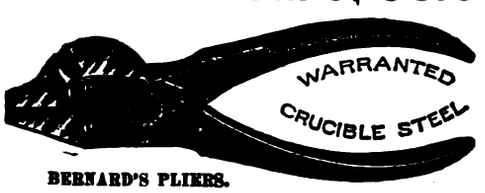
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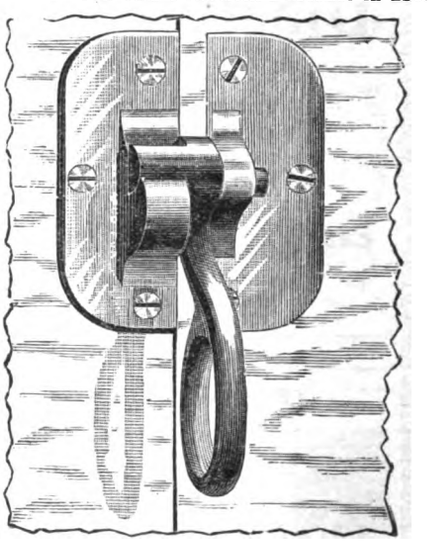
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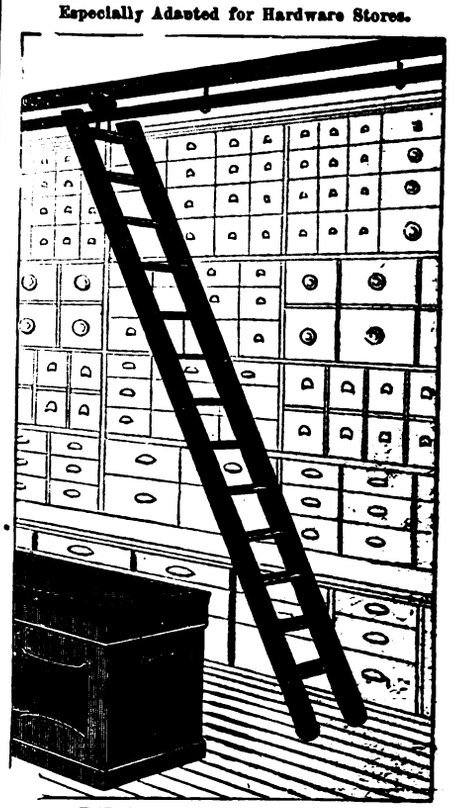
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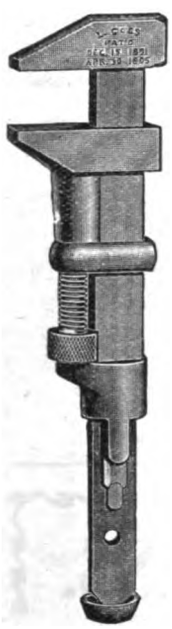
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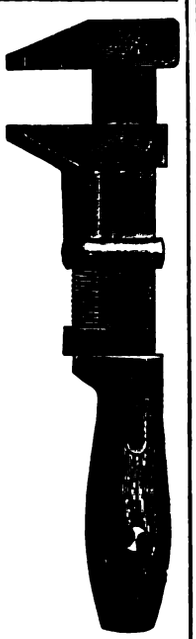
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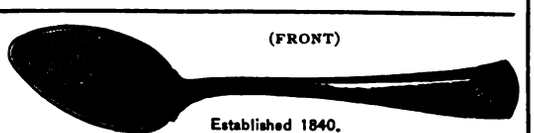
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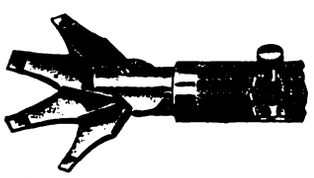
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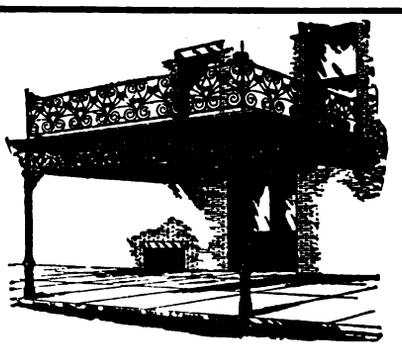
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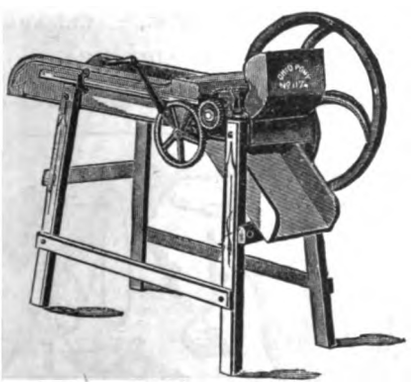
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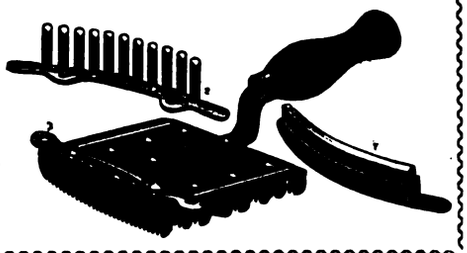
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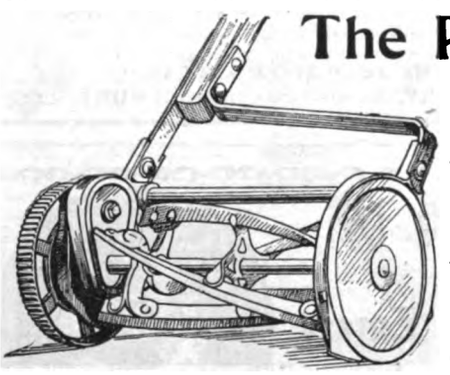


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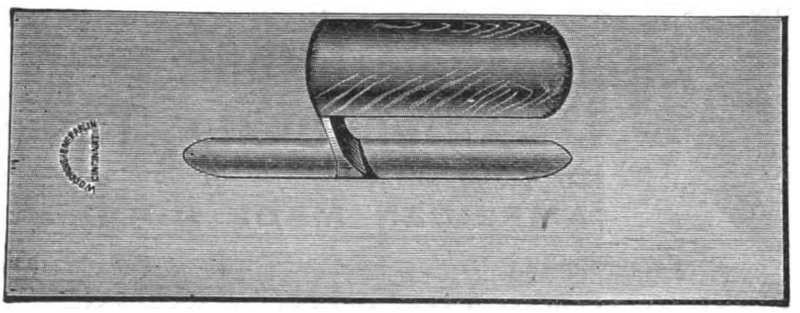


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——IS MFD. BY——

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Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

These Butts are better than the ordinary kinds. Made only by

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Factories, READING, PA.

THE NEW "PERFECTION" HALTER CHAINS.



These chains are not readily distinguished from the German We'ded Halter Chains, but same will be found Much Stronger, More Uniform and Lower Priced than the imported article. Send for list and discounts.

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ALL KINDS UNDER THE COATES PATENTS.

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The best made.

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MANUFACTURERS OF

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POWER TRANSMISSION, Pulleys, Shafting
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TURNER, VAUGHN & TAYLOR CO.,
CUYAHOGA FALLS, OHIO, U. S. A.

HAS PROVED VERY SATISFACTORY.

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If so, you need the latest up-to-date

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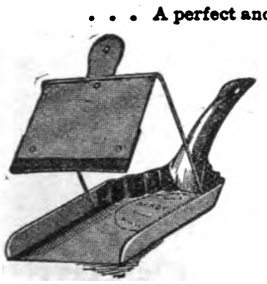
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DROP HAMMERS,
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The DANDY SINK CLEANER.
. . . A perfect and complete



Household Specialty.
A Sink Cleaner and Shovel Combined. . .
Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .
TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,
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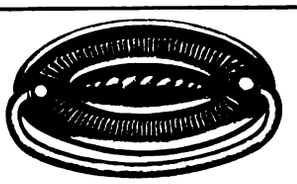
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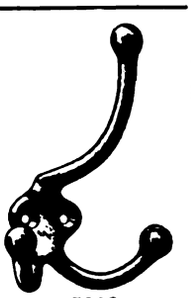
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Our goods are attractive, well-made and thoroughly up-to-date.



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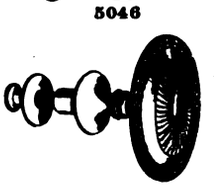

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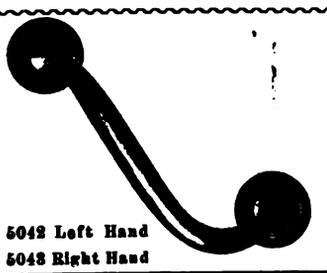

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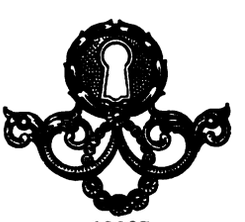
American Ring Co.,
Waterbury, Conn.
MANUFACTURERS OF . . .
Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.


070

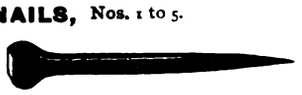

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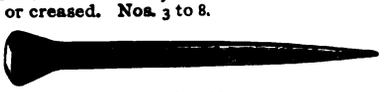

5042 Left Hand
5043 Right Hand


10007

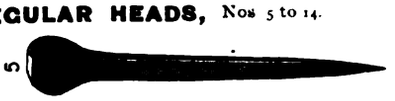
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FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



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The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

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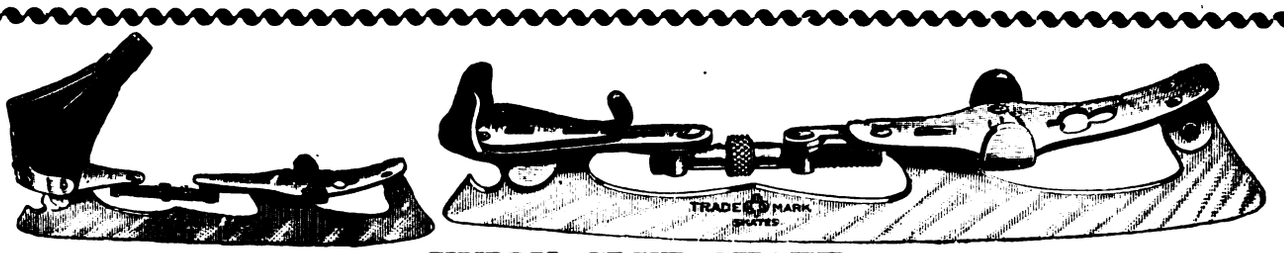
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Or 12-14 Drum St., San Francisco, Cal.

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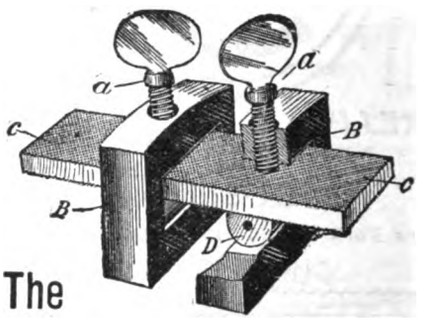


UNION CLUB SKATE.

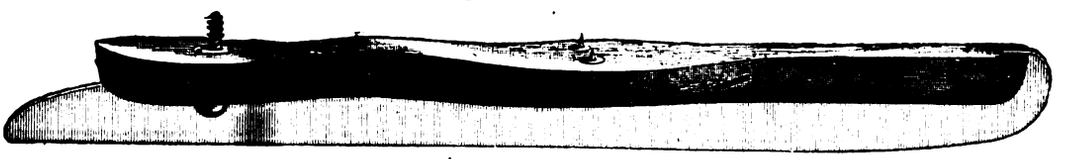




HOCKEY SKATES.



The Union Skate Sharpener.



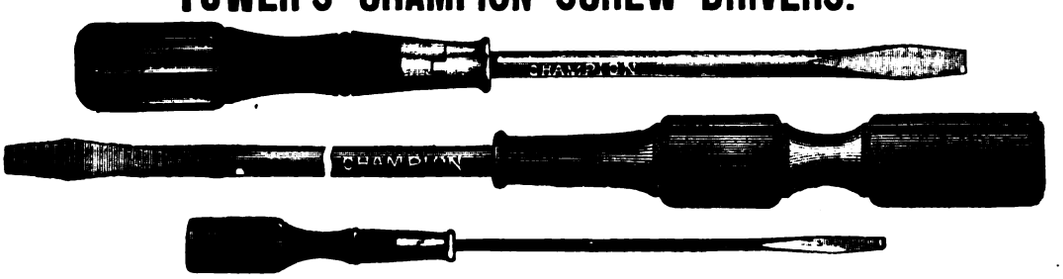
DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

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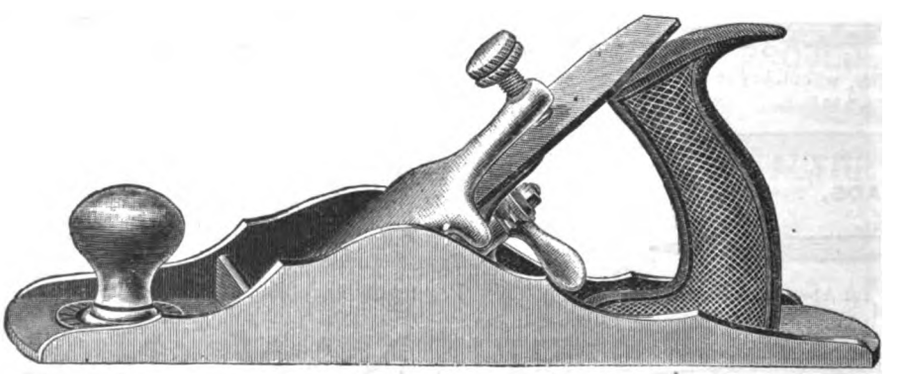
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See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







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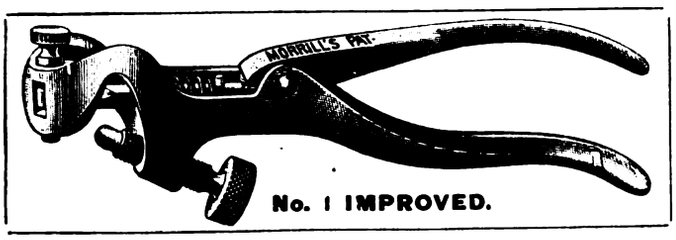
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

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This Trade Mark is stamped on all Hardware Specialties of my make.



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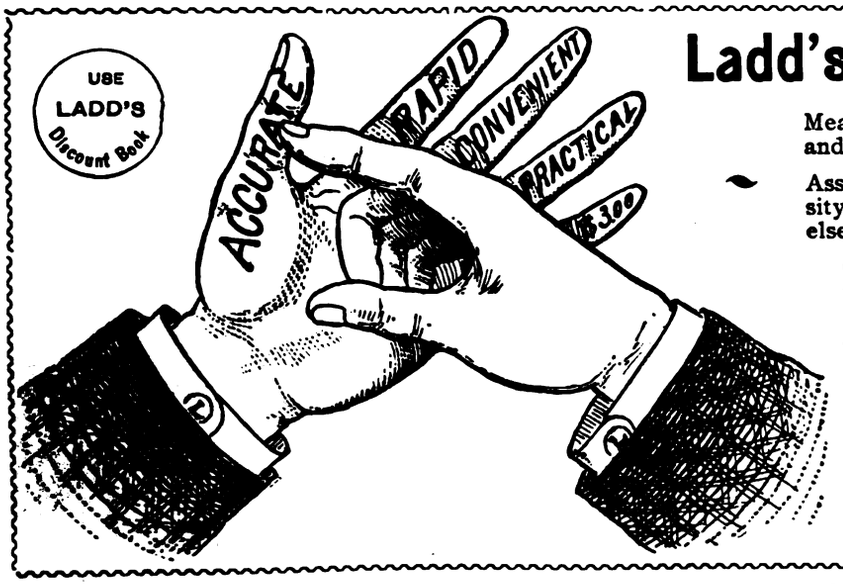
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This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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SCREWS.
All kinds of Special Screws.
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Address 505 SEARS BUILDING, BOSTON, MASS.



An Air Check.

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FIFTY POINT CARBON STEEL TUBING

The uniformity obtained from our process of manufacture is especially desirable for bicycle purposes.

There is a rapidly increasing demand for seamless tube owing to its adaptability to purposes for which laboriously drilled solid stock has heretofore been necessary.

No Specially Prepared Samples.

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"Pioneers" in Correct Composition.

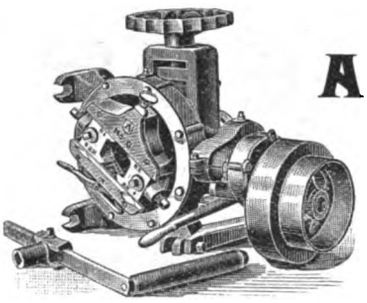
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No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

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They are all "Standards" and Never Disappoint. Catalogue?



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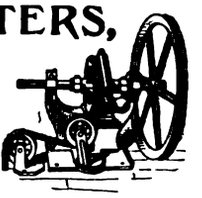
DUMB WAITERS,

ELEVATORS,

Cellar Lifts

... AND ...

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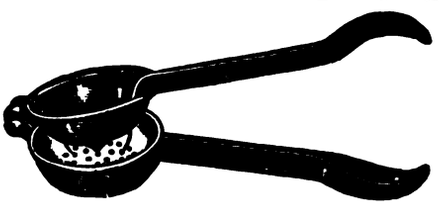


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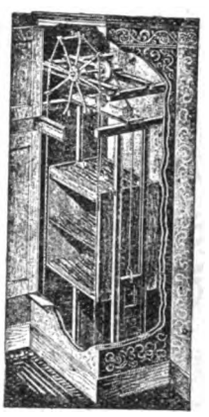


A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

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Mfrs. Tinners' Hardware and Roofers' Supplies. PHILADELPHIA.



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SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK. Holds the Load Firmly at Any Point.

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Buying Solder is largely a matter of confidence. No living man can tell by sight whether Solder is "½ and ½" or whether it is something else. "Straight Solder" looks exactly like Solder which isn't straight. A buyer is wholly at the mercy of the manufacturer. "Straight" Solder is easy to make. No secret about it. Half is tin and half is lead. The "½ and ½" Solder we make is no better than that made by any other reputable manufacturer. Actual quality is what makes price. When a so-called "½ and ½" Solder is offered at a lower price than we ask, the chances are that instead of being half tin and half lead, there is less expensive and less desirable material in it. We never have and we never will resort to deception in order to make prices small.

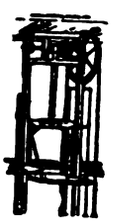
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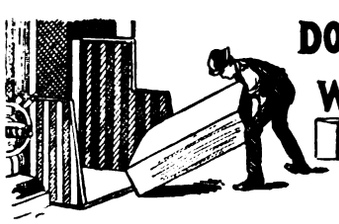
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Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.



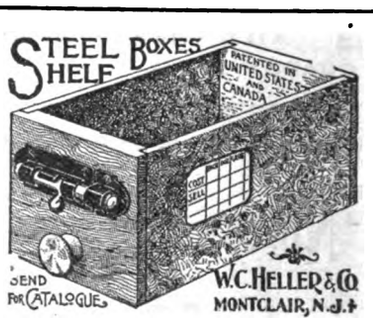
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SHELF BOXES { MADE TO ORDER. ESTIMATES FURNISHED.

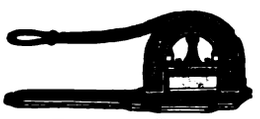
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We Make Faucets

That measure a pint, a quart or a gallon accurately. A Barrel Drainer that adjusts automatically to fit in the bunghole. No bung borers needed and no molasses wasted. Coffee, Spice and Drug Mills that grind as you like it. Draw Cut Tobacco Cutters that do not squeeze through, but cut with ease. Our goods are second to none. All are fully warranted. Send for Catalogue to

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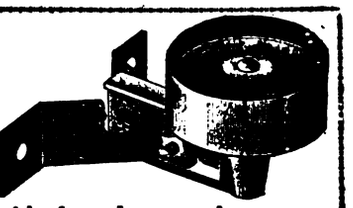
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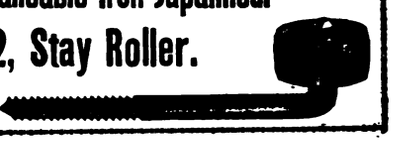

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Steel Barn Door Track.


No. 1 Stay Roller. Malleable Iron Japanned.

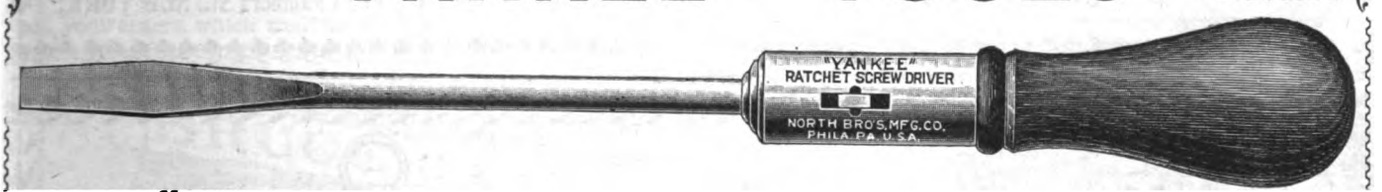

No. 2, Stay Roller.

NEY MFG. CO.,

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Other Tools are Very Good Tools

But **"YANKEE" TOOLS** Are Better.



"YANKEE" RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 Inches.

ASK YOUR JOBBER ABOUT THEM. Descriptive Circulars to be had of

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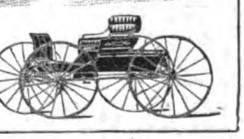
COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH WRITE FOR PRICES AND CATALOGUE







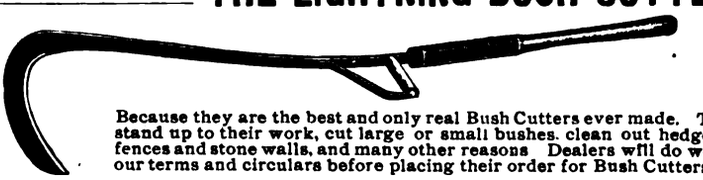
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OUR PRICE THE LOWEST

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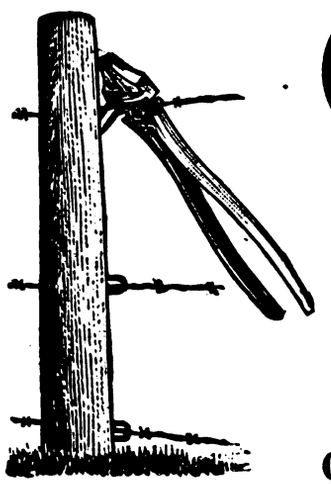
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Because they are the best and only real Bush Cutters ever made. They can stand up to their work, cut large or small bushes, clean out hedges along fences and stone walls, and many other reasons. Dealers will do well to get our terms and circulars before placing their order for Bush Cutters.

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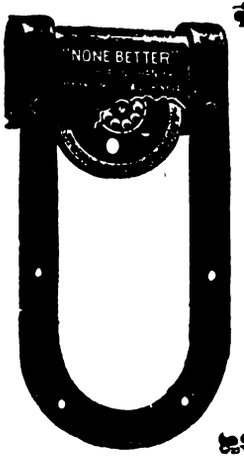
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Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

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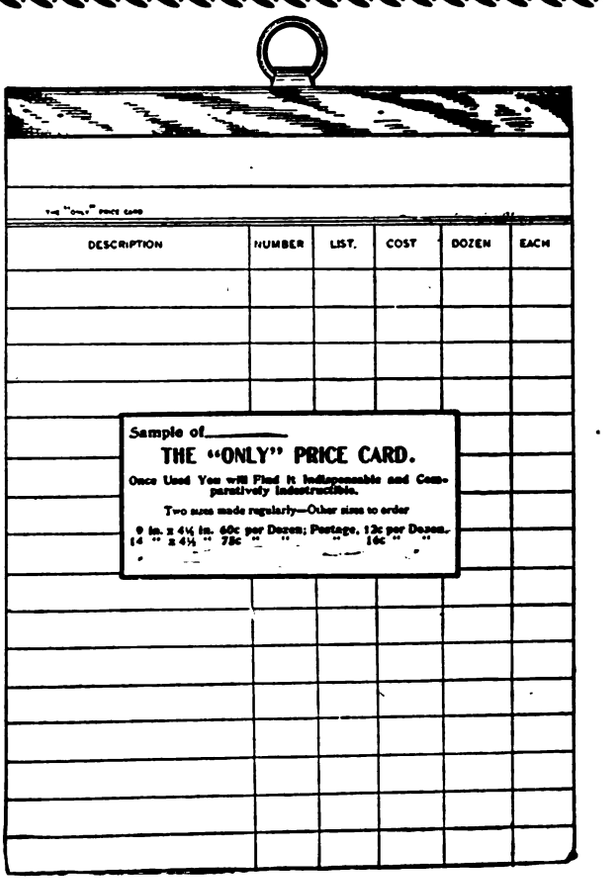
JOHN H. GRAHAM & CO., Selling Agents, (P. O Box 1042), 113 Chambers St., NEW YORK.

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The "Only" Price Card is not only convenient in size and arrangement, but is made from material that will stand hard use. The top is metal bound and has an adjustable ring with which to hang it. The price is extremely low for the quality. . . . . .

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HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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HAY CARRIERS, FORKS, PULLEYS &c.



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FOR SALE.

Width of building, 155 feet out to out, divided into a center span 66 feet, with a wing on each side 43 feet 6 inches; total length of the building 350 feet. This building is designed with brick sides and gable walls, with Iron Roof Trusses and Iron Supporting Columns; originally built for an Iron Foundry, but owing to the failure of the purchaser is now offered for sale at a bargain. Is admirably adapted for a Foundry for light or heavy castings, Machine Shop, Car Barn, or for any other general manufacturing purposes. We guarantee the iron work as good as new, building never having been used.

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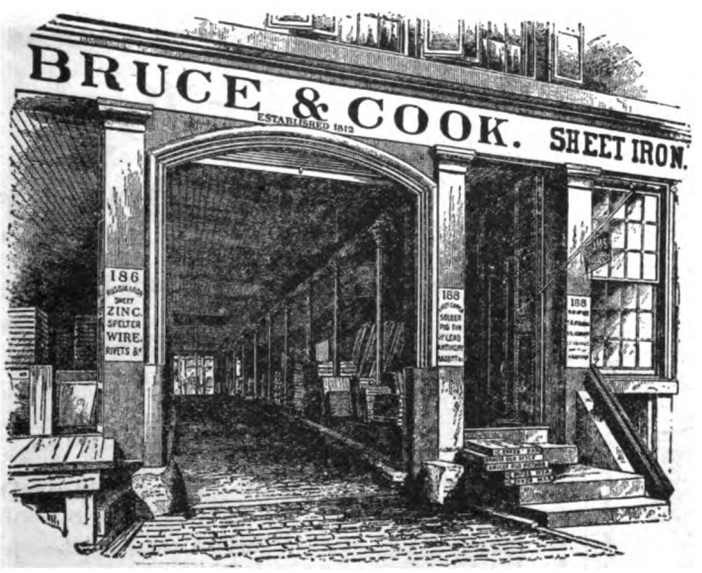
The Berlin Iron Bridge Co.,

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248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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Copper Ingot.
Copper Sheets.
Copper Wire.
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Cor. Elbows and Snoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
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Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
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Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

THE IMPROVED
"SNAP SHOT"

IS THE STRONGEST MOUSETRAP MADE.
The Simplest in Construction.
Easiest to Set; Sets Itself.
It has no troublesome wires dangling from top, bottom or sides to annoy you.
It Don't Crack Your Fingers.
Set it either side up.
It is not out of business when one mouse is caught. It kills quickly without mutilation.
Packed one dozen in a nice box.
One or two gross in a case.
Retail price: 4 holes 5c. Good profit for jobber.

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Patentee and Mfr, LANCASTER, PA.

COMBINED DRILL AND COUNTERSINK
FOR CENTERING LATHE WORK.



J. T. SLOCOMB & CO.,
PROVIDENCE, R. I. U. S. A.

"Bright and Newsy."

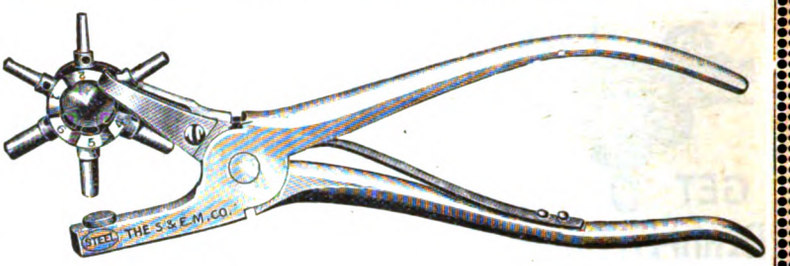
Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of



Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



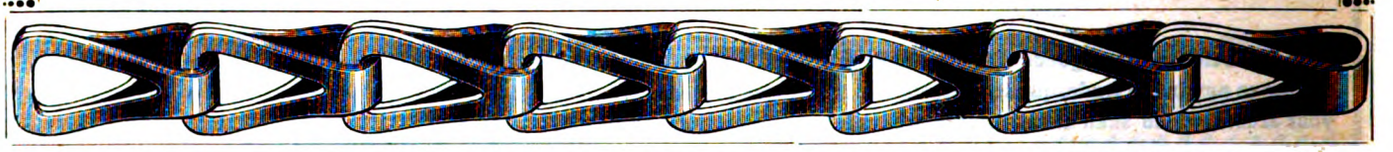
Sash Chains,

in . . "Giant Metal," Red Metal and Steel.



Closet Pulls and Plumbers' Supplies.

NEW YORK AGENT:
J. J. HALPIN, - - 62 Reade St.
PHILADELPHIA AGENT:
W. E. TRULL, - - 13 N. Sixth St.



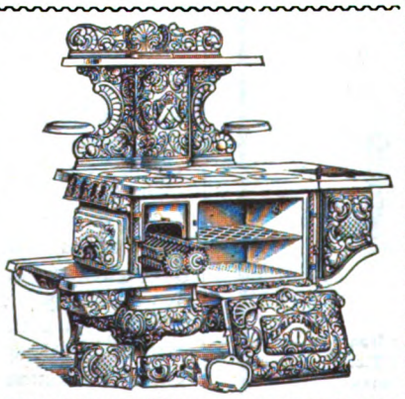
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THE PEERLESS ANDES RANGE

Has the

Best Construction, Most Handsome and Artistic Design; IS Perfect in Operation, Easiest to Regulate.

When placed on the salesroom floor



Will Sell Itself—

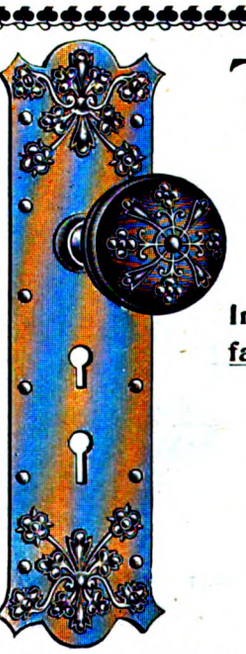
AND WE AGREE!

You can secure the agency if your neighbor has not.
. . . Write us. . . .

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TROY, N. Y. N. Y. CHICAGO, ILL.



Trilby Design

(Wrought Bronze)

In Old Copper finish is a favorite for

Front, Vestibule,
Inside, and Sliding Door
Sets Complete.
Bell Pushes, Etc.

NORWALK LOCK CO.,

Manufacturers of **Builders' Hardware,**

Factory and General Offices,
SOUTH NORWALK, CONN.

SALESROOMS:
NEW YORK, 80 Chambers St., or
94 Chambers St., (UNDERHILL, CLINCH & CO.)
BOSTON, 200 Franklin St. (CHAS. A. CUNNINGHAM.)
CHICAGO, 36 Dearborn St.
BALTIMORE, 32 Hopkins Place. (HENRY KEIDEL & CO.)
PHILADELPHIA, 13 North Sixth St. (HERY A. TERRY.)

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HARDWARE

VOL. XVII. SEPTEMBER 25, 1898. NO. 12.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

It is a remarkable illustration of the power of adaptability grained in the American character that, although peace with Spain is by no means concluded, and there are prospects of difficulties with that power before a treaty shall be ratified, the assumption is general that the Spanish-American war is a thing of the past, and people everywhere are going ahead with their business arrangements as though no such power as Spain existed. This feeling may be justified by events, as in all probability a firm stand on the part of our government and the Peace Commission will compel Spain to accept our terms, and relinquish all the territory, wherever it may be situated, that we may demand.

The advent of peace has not been heralded by any boom in business, and those who have the best interests of the country at heart, sincerely hope that there will be no spasmodic rush, either now or in the immediate future, which shall be followed by reaction and a disappointing stagnation.

In the Hardware line there has been a slow but steady increase of business during the past two weeks, and the merchants and manufacturers both find themselves fully as busy as they had expected to be, and almost as busy as they would like to be. There are indications in all directions that heavy calls are being made upon the stocks of the jobbers, and the great majority of orders are accompanied by requests for immediate delivery showing that the shelves of the retailers are quite low, and that the consumers, who are getting good money for their labor and products, are beginning to buy. There has been a healthy reaction in the West over the dullness that prevailed during the recent hot weather. In the Far West, it is yet a little early for the full volume of fall trade, but there is even now a good demand, with the indications in favor of an early increase. It is reported from the Pacific Coast that there is an improvement in collections, that prices are well maintained, and that things are looking well for the future.

In the Middle States, we learn that September promises to be a first-class month in all respects, that prices are firm, and that there is a steady tone in the market for staples. Like reports come from the South, while in New York the jobbers report themselves as fairly busy.

Taken all in all, the indications for the future are as hopeful as they have been for several years past, and the expectations of conservative business men in regard to the present season, are being fulfilled. Those whose imaginations travel in advance of their judgment, may meet disappointment because things have not been carried off with an hurrah. Their disappointment, however, is really a matter over which the people at large should feel a satisfaction.

American Machinery Abroad.

Yankee ingenuity has not only demonstrated itself in battleships, naval machinery and guns during recent times, but is also complimented in the highest degree by the great demand being made from all parts of the world for high-grade instruments and machinery. It is especially in connection with delicately constructed machinery which must be operated thousands of miles from the place of construction, that America has won the confidence and regard of the world at large, both as to quality of material and faithfulness of construction.

During the past year large orders have come to American manufacturers for the finest kinds of machinery, such as telegraph instruments, electrical machinery, sewing machines, printing presses, musical instruments, fire engines, shoe manufacturing machinery, etc., and a report from the Bureau of Statistics shows that goods of this character to the value of over $50,000,000 have been sent by us during the year past to all parts of the world. In other words, a million dollars a week has been paid by foreign nations to the United States for the products of the above described character. These orders come not only from such great countries as England, Germany and France, but are also received from India, China, Japan, Persia, Spanish Oceanica, Africa and Asiatic Russia. As one writer has well said: "Japanese fingers manipulate our typewriters, Chinese feet and hands give motion and life to our sewing machines, skilled operators in the great European centres communicate with others in distant parts of the world with our telegraph instruments, and the natives of Africa, India and Oceanica disport themselves on our bicycles. Complicated instruments from our workshops are carried to the opposite side of the globe and to inaccessible and sparsely populated parts of the earth in a calm confidence that in inexperienced hands they will perform and continue to perform the duties for which they are constructed."

The demand for American machinery of all kinds has steadily increased during the past several years, and is bound to largely increase in the near future, through the tremendous advertisement which America has received by its conduct of the recent war. For

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years this country has exported from two to three million dollars' worth of sewing machines alone, and in this direction the figures of the past year range far above the average. The same can also be said of typewriters and bicycles, the exportation of which ranges into the millions. This is a hopeful sign, and if American manufacturers exhibit in the future that rare judgment and push which have been noted in the past, the fruits of industrial activity to be gathered during the next decade will be far in excess of any time in the past.

Organization At Home and Abroad.

It is with pleasure we learn that members of the Hardware associations of the various States look with very marked favor upon the proposition for the formation of a National Retail Hardware Association. The various letters from leading members of the trade, which have appeared in recent issues of *Hardware*, have called very marked attention to this subject, and more than one State Association will, during the meetings of the present fall and winter, take up the subject in earnest, and bind themselves to further the matter so far as within their power lies. The general opinion seems to be that a national association, to be successful and effective, should be composed of delegates from the various State associations, rather than of individual members taken haphazard from the trade. This would give each delegate, or member, a large and powerful constituency for which to speak; make the deliberations of the national association more interesting and varied; and give a powerful effect to its decisions. There is little doubt that this movement will crystallize into effective shape before the spring of 1899, and we hope to see, before that year is ended, a solid, compact and powerful organization of the retail Hardwaremen —covering this field as thoroughly and with such grand results as have been achieved through the National Association of Jobbers.

This work of organization has been taken up effectively, and we hope with success, in London, as has been outlined through recent numbers of *Hardware*.

The *Hardwareman* of London is at work vigorously for the furthering of a proposition to establish a Hardware club in London. In a recent issue, it published communications from several leading Hardwaremen, who express themselves as in favor of the movement, but who, unfortunately, give voice in several published letters, to very serious doubts as to the success of the movement. One writer says that he has been entertained in the Hardware Club of New York, is personally acquainted with several of its members, and declares that a similar institution in London, Birmingham or Sheffield would be a good thing "if it could be successfully conducted." He dwells, however, altogether too much upon the little word "*if*," and thinks that the absence of a spirit of comradeship would be one of the strongest obstacles. He bases this opinion upon the fact that class feeling, which is much more pronounced in England than in America, would tend to prevent the club being run on thoroughly broad lines. Another writer declares that, as intercommunication between the various members of the trade is advantageous, the Hardware club would be a great advantage *if* it were made use of, but adds that the immense size of London, and the long distances between the various places of those engaged in the Hardware trade, renders the idea rather impracticable.

We would say to our friends of London that, while publication of views of the trade is a good thing, the surest way to kill the movement is to give too great a prominence to objections such as are cited above. When the Hardware Club of New York was conceived, and while those having it in charge were vigorously at work in its behalf, objections of all sorts were raised by timid and obstructive members of the trade, all of which have been answered or brushed aside by the magnificent success which the club has already achieved. The surest way of doing a thing, is to go ahead and do it; and our English friends will find that the only way to create a club, is to get the members of the trade together, decide upon a plan of organization, and push it to success as rapidly as possible. After the club has once been established, the small difficulties will disappear, and the members of the trade will find that they have reaped a golden harvest of comradeship and fraternal good will, that could have been garnered in no other way.

The fact that British imports into the United States have fallen off greatly in the past year, while American exports to Great Britain have greatly increased, has been announced from time to time during the year, but the full year's figures, just presented by the Treasury Bureau of Statistics, bring to the surface some interesting details not heretofore published. These show that while the exports from the United States to the United Kingdom have increased twelve per cent., the imports from the United Kingdom have fallen off thirty-five per cent. The exports from the United States to the United Kingdom during the past year were in round numbers five times as much as the imports from the United Kingdom, the figures of the Bureau of Statistics being: Imports from the United Kingdom, $109,138,365; exports to the United Kingdom, $540,860,152.

The interest in the business opportunities offered in Cuba and Puerto Rico, which is felt by the business men of the United States, is shown by the large number of letters on that subject now being received by the Treasury Bureau of Statistics. These come from all parts of the country, but especially from the great manufacturing, producing and business centers. The inquiries are generally for statistics as to the imports into those islands, the purpose evidently being to determine the class of articles demanded and the countries from which the supplies have been drawn in the past few years.

An Impossible Possibility.

The editor sat in his splint-bottom chair—
Oh, Ho!
His heart, it was heavy, and so was the air
With the blue circling mists of profanity there—
Ho, Oh!
For the amateur poets—at last—were all dead—
And never a poem in hand unread!
Then the editor said:
"No poets. No verses. Not one to return—
Not an ode or a blank-verse this winter to burn—
It's hard on the office—God bless my poor soul;
I must do as do others, and lay in some coal."
And the room, it grew darker, and bluer the air
With the heart-breaking language encircling there.

One point of difference between a man and a jackass is usually overlooked. The jackass never kicks unless he has something definite to kick against.

In love there are no immunes. You can catch it every year.

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HARDWARE NOTES BY THE WAY.

Editor Hardware: Conditions in Ohio, Indiana and Michigan, territory recently covered by me, are shaping themselves for a healthy and voluminous fall trade. Harvests were generally good, prices for agricultural products are higher than for years, and now since peace is practically assured, the hoarded capital is finding its way into the channels of industry, trade and commerce more freely than any other period during the year. The numerous new and reorganized enterprises, corporate and otherwise, now springing up, betoken an abundance of confidence in the financial body of our nation.

Builders' Hardware continues with brisker features than usual at this season and merits close attention during the balance of the year. The rehabilitated prosperity among our farmers is inducing manufacturers of agricultural implements to commence operations early and with normal capacity.

The waning days of the cycle season are devoid of any interest, save grotesque bargain features. The chainless model has not proved a commercial success thus far, chiefly owing to the high prices asked for it, but as an experimental success its debut was all that might have been expected. At $75 the chainless pattern may reach normal sales next season. The cycle situation is a very intricate one just now, and in the attempt to unload superseason stock next spring, a standard of prices can scarcely be maintained. So '99 may be a season of bargains and outselling competition from start to finish.

The stove season has opened with the brightest of prospects. The demand is not cheap, either. It seems we have a new race of stove buyers. The modern stove buyer exhibits a wonderful store of sagacity. He is a pamphlet incarnate of "All about stoves," or "What I don't know about stoves, no merchant can tell me." But the merchant is the beneficiary of this enlightened advancement. He sells good stoves at good prices, and has "no kick coming" after the stove leaves his premises. The American of pride and energy loves to enjoy a comfortable home, and no home can be really comfortable without good heating and cooking apparatus.

A pick from recent stove ads.: "We line up with any of them in the sale of stoves and ranges. Pass our store and review the day's sales on the sidewalk."

Following up this ad.—it interested me for its audacity—I actually encountered a row of stoves and ranges in front of the store that would have stricken any competitor with envy. Each article was ticketed to the purchaser. I feign some of these were fictitious. That was really the meat of the ad., but the effect upon the public was strikingly significant in the number of spectators and prospective buyers flocking to the store.

"The base burner may be an ornament, but it is a fuel waste. In every ton of anthracite you burn up $2 which you might have saved. Let us tell you the economical secret of the bituminous and semi-bituminous coal burner."

This ad. is as wondrous in its originality. But the merchant carried his point by both theoretical and practical demonstrations. If he could not sell a stove outright or carry conviction with his words, he would inveigle the prospective purchaser into the basement where the practical demonstration, under the auspices of a tutored attendant, was going on without intermittance. After an hour's or so devotion to the subject—the merchant shrewdly allowed for the time on the bill—a sale was either made or hopelessly lost. The hopeless cases were in the minority.

"Household art in stoves. Come inspect our windows, and see what ornamental uses a stove may be put to. Don't let the stove mar the otherwise artistic or symmetric aspect of your apartments."

The uptodateness of this ad. is obviously evident. The windows had been transformed into parlor and other apartment views, with the stove as focus point. All the modern paraphernalia going with the stove had been conspicuously assembled and assigned to their proper place. "Don't burn or injure the carpet" and "prevent ash spills" devices touched up the exhibit with wonderful effect. As it was, the merchant did not only sell stoves, but stove tools and novelties, and imbued the purchaser with the conviction that what he (the merchant) did not know about the stove business was not worth looking for elsewhere.

A living tome of nomenclature, what is it? This riddle was put to the clerks of a large jobbing house by way of dispelling the dog-days monotony. A correct answer would entitle to a month's vacation at full pay. After a day's deliberating, the sundry department manager brought in the reply, "The modern hardware jobber." He was the winner.

An Ohio sign printing house conceived the motto, "Hardware for Hard Wear." It submitted a sample to a jobbing house which immediately purchased the right to use and handle the sign. Now, what does the jobbing house intend to do?

The wireworkers' strike at Cleveland has become an entangling affair. As yet, the strikers have not overcome the barb wire trocha, wiry as they are, by trade and profession, and have not succeeded to rule the management with an iron rod. The approaching cold winds will, no doubt, drive the nail on the head, and hammer the strikers into submission if reason or nothing else will do it.

A commission traveler, making Cincinnati his home, and earning upwards of $10,000 a year, has, like scores of others, gone daft over the visionary riches of "our future possessions." He's made a trip to Porto Rico and Cuba and would have gone to the Philippines and Hawaii had he not been so sorely disappointed "at first sight." He's back now, and willing to find his fortune in Uncle Sam's continental domain. He says the prospects for branch houses in any of the islands visited by him are poor, and only houses of unlimited resources and grit may hope for ultimate success. Conditions may improve under American influence and commercial aggressiveness, but for the time being, and for some time to come, American investors and manufacturers, especially commercial travelers, should content themselves with selling to those countries en route, and thus gradually build up a prestige for American manufactures and merchandise.

County fairs occupy the attention of our country merchants just now, and travelers count up wild goose chases by the score. This happened to an old "road dog" so often that he swore to get even. His territory comprises about twenty counties, and every one of these has a fair or two during September and October. Formerly he timed his arrival to the close or prior to these fairs, but schedules go to smash as easily as china, and the absentees usually outnumbered those he found ready to talk business. It's different now. The wily drummer's signs are now seen in the vicinity of every fair ground conspicuously posted. They simply announce the arrival of Mr. So-and-so, representing So-and,so, with a line of goods to knock any body down and win the first heat every time. The drummer

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hunts up his customer, pays for all the lemonade, gingersnaps and peanuts he wants to eat and finances his whole family to enjoy the fair from fence to fence. A fair is very refreshing to the ruralist's mind and he will buy during the fair. "Come around when the fair is over" does not go with this drummer any longer. J. B. RINDFLEISCH.

Cleveland, September, 1898.

The Changes of Fifteen Years.

A very entertaining comparison has been made in a recently published article, by Sidney F. Stevens, of Foster, Stevens & Co., Grand Rapids, Mich., between the Hardware business of to-day and that of fifteen years ago. He speaks of the conditions existing in his immediate neighborhood, but many of the changes noted will naturally hold as good in other localities. Some of his conclusions are here summarized:

Fifteen years ago the Hardware trade of Michigan was visited by agents representing the jobbing houses of Buffalo, New York, Cleveland, Toledo, etc , but to-day in the territory tributary to Grand Rapids, it is rare to meet agents from any of these points.

The jobbers of Detroit, Saginaw and Grand Rapids are able to take care of this trade on much more profitable terms than these foreign houses can possibly do.

Fifteen years ago but one house in Grand Rapids was doing a jobbing trade; to-day there are two, with sales of not less than a million and a half dollars in aggregate.

The greatest change has been in the steady decline in prices on nearly everything made of iron or sieel, as well as new articles that have come into general use.

Wire nails, fifteen years ago, were not carried in stock, and were made in very small quantities in this country, if at all.

The iron cut nails were then used, sales running as high as fifty thousand kegs in a year.

Then came steel cut nails, which soon took the place of the iron, and then wire nails began to show their heads. At first the dealers were loath to take many of them, and orders would be for ten kegs at a time.

Now, iron cut nails are not made, steel cut nails are not in demand—about five hundred kegs would supply this market for one year—while it now takes one hundred thousand kegs of wire nails to supply the jobbing trade of Grand Rapids.

When wire nails first came they were worth $5 to $6 per keg; now the price is less than $1.60.

Many articles in general use now were not thought of fifteen years ago, a few of which come to my mind, as follows: Potato planters, bug sprinklers and sifters, gasoline stoves, blue flame oil stoves, hand corn shellers, as well as many other things which at present will not come to mind.

In all articles of Hardware, steel in a great many instances has taken the place of iron, at a much lower price.

To-day, owing to lower prices of Hardware, the merchant is obliged to do three times as much work to get the same net profit out of his business as he did fifteen years ago.

Wages are higher, expenses more, competition greater, and the percentage of profit lower, consequently in the volume of business and close attention to details lies the success of the Hardware merchant of to-day.

George A. Church, member of the Hardware firm of Church & Morse, of Meriden, Conn,, died suddenly in his office of heart disease. He leaves a widow and three sons. Mr. Church had been in the Hardware business in Meriden since 1872, when the firm of Church & Sprague was established. In 1879 the firm of Church & Morse was organized, and has done a successful business since. He was a Mason, a member of Merriam Post, of the I. O. O. F., the Red Men and the Royal Arcanum.

The Silver-Plating Consolidation.

The various rumors which have been afloat in recent times, in regard to the consolidation of the silver-plating companies of the country, have been made good by the incorporation of the International Silverware Co., which has been organized under the laws of New Jersey, with a capital of $30,000,000, of which $15,000,000 is common, and $15,000,000 preferred stock. It is the object of this company to acquire control of the silver-plating companies, which are to be operated as one concern. The companies which are quoted as being interested in this movement are as follows, which are said to represent seven-eighths of the production of silver-plated flat and hollow ware of the United States:

Rogers Cutlery Co., Hartford, Conn.
Homan Silver-Plate Co., Cincinnati, Ohio.
Meriden Silver-Plate Co., Meriden, Conn.
Manning, Bowman & Co., Meriden, Conn.
Wilcox Silver-Plate Co., Meriden, Conn.
C. Rogers & Bros., Meriden, Conn.
Simpson Nickel & Silver Co., Wallingford, Conn.
Rogers & Hamilton Co., Waterbury, Conn.
Norwich Cutlery Co., Norwich, Conn.
Standard Silver Co., Toronto, Can.
R. Wallace & Sons' Mfg. Co., Wallingford, Conn.
Meriden Britannia Co., Meriden, Conn.
Rogers & Bro., Waterbury, Conn.
Rogers Silver-Plate Co., Danbury, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.
Middletown Plate Co., Middletown, Conn.
Simpson, Hall, Miller & Co., Wallingford, Conn.
Barbour Silver Co., Hartford, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
Manhattan Silver-Plate Co., Lyons, N. Y.
Watrous Mfg. Co., Wallingford, Conn.

Latest reports are to the effect that Samuel Dodd, of the Wilcox Silver-Plate Co., is to be president, and George H. Wilcox, president of the Meriden Britannia Co., is to be vice-president, and that only $24,000,000 of the preferred and common stock will be issued, which is to be used in paying for the companies which are to go into the combination. The remainder is to be held as treasury stock for the purpose of acquiring other companies.

A Close Connection.

"Some years ago, when the telephone was something of a novelty," said an old newspaper man, at the Hardware Club, a few days ago, "I was the Cleveland correspondent of the New York *Times*. I had gone home early and was in bed, when the telephone bell down in my library began to tinkle. It was then midnight. I answered the call, and a night operator at the main telegraph office said to me: 'Here's a message from the *Times*, asking for two hundred words about L. D. Thoman, who has been appointed a member of the first national civil service board.' 'All right,' I answered, and rang off. I knew Thoman well, although he was then utterly unknown to fame, and had been dug up and appointed as a personal favor to Senator George H. Pendleton, the author of this law. Right back of me was a volume of a biographical cyclopedia of Ohio, and in a moment the index led me to Thoman's sketch. In fifteen minutes I had the two hundred words in manuscript; called up the telegraph office, where a clerk obligingly took the message from my dictation, and before one o'clock the matter was in type in New York."

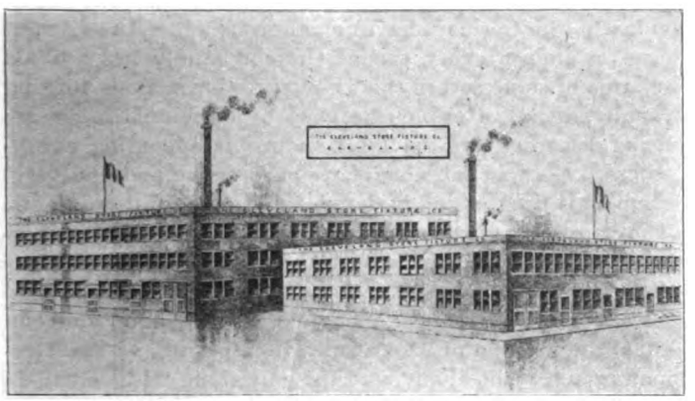
"That wouldn't count for much now," said the narrator, "but back in 1877 it was considered quite a case of close connections."

Each person is born to one possession which outvalues all his others—his last breath.—*Exchange.*

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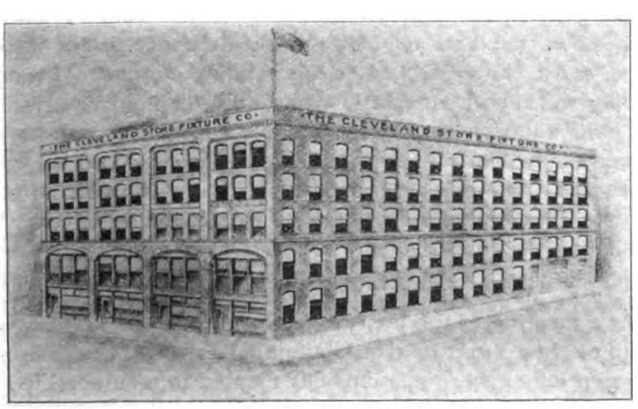
The Cleveland Store Fixture Co.

Without having the subject brought especially to their attention, few people are aware of the extensive business being done by such large companies as the Cleveland Store Fixture Co., Cleveland, Ohio, in turning out complete the interior fittings and embellishments of an up-to-date Hardware store in which there will be a place for everything and



FACTORY CLEVELAND STORE FIXTURE CO.

everything in its place. To give some kind of an idea of the extent to which this successful business has been developed, we present herewith illustrations of the office and salesrooms of the Cleveland Store Fixture Co., Nos. 302 to 308 Seneca Street, corner of Champlain Street, and also of the factory located at Nos. 153 to 159 Case Avenue and Nos. 1046 to 1052 Hamilton Street. This successful company was established in 1890 and since that time has grown and expanded until to-day no company in Cleveland is in possession of so complete a factory plant fitted with up-to-date machinery and appliances, which during the past six months have been greatly added to, making them the leading commercial furniture and fixture manufacturers in the State of Ohio. The company are not only the architects and designers of store interiors, but manufacture also all the necessary fixtures so essential to make an artistic interior pleasing and harmonious to the modern taste. Included in the many things that contribute to this ambitious perfection, may be mentioned: show cases, desks, counters, shelving, wall cases, railings, screens, mirrors, telephone cases, sideboards, refrigerators, etc., furnishing the entire outfit from complete plans, designs and specifications for Hardware, office, bank, bar, drug and cigar stores, including the finest cabinet work to make one harmonious whole in all its parts. The present advanced facilities for manufacturing such store fixtures, enable any merchant to equip his store in a symmetrical and artistic manner, at a cost much less than half of the expense formerly incurred for less pretentious results. Then again in former years it was necessary for the merchant to provide the plans and specifications for the proper construction and general arrangement of the fixtures required; to-day this is all furnished by the manufacturer, together with the advantages gained by his experience in the fitting up of numerous similar establishments, whereby hints are given for economical use of space scarcely possible to be obtained from one who has not made a study of such professional perfection. The Cleveland Store Fixture Co. make a business of constructing and handling a job of this character, at their extensive works, from beginning to end in all its multifarious and complex details. And making, as the company do, a specialty of this kind of work, from the moment that the lumber is stocked in the yards, kiln dried and worked from the rough into fine polished furniture, every detail of the work is done on their premises. It requires a comparatively short time and is convincing as to the progress made in this advanced industry. Instead of one or two men doing all the work, as in the past, the work is passed from one department to another under capable and efficient supervisors. The Cleveland Store Fixture Co. point with commendable pride to the many stores which they have fitted up throughout the United States, giving evidence of the skill and good workmanship constantly obtainable from the facilities possessed by them in the prosecution of their work. The company desire to enter into correspondence with parties contemplating making changes in established stores or expecting to fit up new ones. When, by simply sending on to them a rough floor plan, giving as near as possible the dimensions of the store room, the designers of the company will do the rest. We hope at an early date to illustrate a few of the artistic interiors they have already created.



OFFICE AND SALESROOMS CLEVELAND STORE FIXTURE CO.

A Horseshoer's Difficulty Done Away With.

It has been a complaint among horseshoers for years that their rasps (the tool which they use more than any other), while of fair quality, are too often not what they should be. Even some rasps accepted as popular have the defect of being soft, and therefore not lasting long; the difficulty which the manufacturer finds in throwing up a good tooth on hard steel, *i. e.*, steel of high carbon, being circumvented by his using a poorer quality of steel, with the result that it does not temper so well.

The Nicholson File Co., Providence, R. I., have worked upon this problem for a considerable time and have, within the past few months and as a result of their experiments and inventions, placed upon the market a horse rasp which is strong in the very respects in which the rasps above described are weak. The secret of their patents, taken out some time since, is that their rasp-punching machines handle steel of high carbon, and this steel, when tempered by the Nicholson Co.'s own perfected processes, is naturally much harder and more durable. Such of the leading farriers as have been consulted from time to time by the company in order to get a tool fitted for the needs of the trade, declare that the new Nicholson rasp is adapted to give satisfactory service. Besides these most important points of high carbon steel and thorough tempering, the rasp has the additional strong point of being replete with sharp tooth points, which make it work easily and quickly. At the same time the tooth does not clog.

The shoers of this country and abroad have quickly recognized the merits of the rasp and a large sale is already secured.

In St. Peter's Churchyard at St. Albans, England, the following lines appear on the tomb of one William Braithwaite, a whitesmith, who died in 1757:

"My sledge and hammer lie reclined;
My bellows, too, have lost their wind;
My fire's extinct, my forge decayed
And in the dust my bones are laid.
My coal is spent, my iron's gone;
My nails are drove, my work is done;
My rusted corpse is here at rest.
My soul soars smoke-like to be blest."

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Atlas Bolt & Screw Co.

Among the leading industrial enterprises in Cleveland' Ohio, may be mentioned the Atlas Bolt & Screw Co., whose extensive plant is favorably located at Nos. 139 to 163 Marquette Street. They are manufacturers of tire bolts, stove bolts (see Figure 1), sleigh-shoe bolts (see Figure 2), sink bolts, rivets and stove rods, and iron and brass machine screws. Any variety of special bolts and screws are made to order from sample. The plant is one of the most modern in its equipment of any in Cleveland, as it is run



FIG. 1.

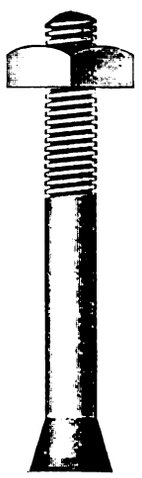


FIG. 2.



FIG. 3



FIG. 4.



FIG. 5.



FIG. 6.

entirely by electricity. It has been in successful operation since 1896, and during most of the time since has been fortunately so well supplied with orders, resulting from their perfect product, that it has been necessary to run night and day.

We present herewith a few illustrations, giving some idea of the manner and style of their product, in addition to which they turn out special articles in the bolt line, enumerated herewith:

Round Head Counter Sunk Stove Bolts.	Desk Bolts.
Round Head Counter Sunk Stove Bolts.	Square Head Brass Bolts, with Brass Nuts
Nickel Plated Mica Bolts.	Thumb Screws.
O. H. Fin Neck Bolts.	Malleable Iron Thumb Screws.
Pinch Head Bolts.	Pad Screws.
Steeple Head Bolts.	Pad Screws.
Collar Screws.	Caster Pins.
Dog Point Screws.	Headless Bolts.
Brass Chandelier Screws.	Caster Pins.
Special Machine Screws.	Pinch Head Pins.
Headless Screws.	Pointed Wire Pins.
Headless Screws (see Fig. 3).	Pointed Wire Pins.
Pinch Head Bolts.	Cockeye Screws.

Also cold punched, hexagon and square, chamfered and plain nuts (see Figures 5 and 6). Their advertisement appears on the fourth page of cover, and a simple request will result in receiving their desirable catalogue.

Mr. Bindley At Home.

John Bindley, president of the Bindley Hardware Co., Pittsburg, has returned from a three months' trip to Europe, having visited England, Germany, France, Switzerland, Austria and Holland. Mr. Bindley not only enjoyed himself, and made good use of this period of recreation, but also kept his eyes open as to the condition of business in the countries through which he passed. In an interview with a Pittsburg reporter, Mr. Bindley said that the first thing that impressed him was the commercial power of England. "The English people," he continued, "are liberal, besides being progressive, and would make the best ally in the world for the United States. They are the best colonizers, and they know how to handle colonies in the proper manner. Let England plan the civilization, and then the United States, as her ally, will come in for a part of the commercial advantages. In evident contrast to this is the spirit shown throughout Germany. They oppose us for political reasons, as they connot bear with tranquility to see a rival nation thrive more rapidly than their own. Individually, the Germans have no animosity against the Americans, as almost every second German family has a blood relation of some sort in this country. Germany is forging rapidly ahead. Her old methods of individual labor are being discarded and the large factory is appearing everywhere. German merchants are progressive and the Government is progressing in demanding rights for its subjects. They are seizing every opportunity to push their manufactures, and the success which they are having threatens American progress. The American is too prone to regard his adversary as beneath his notice, for he thinks, what can equal the product of American manufacturing? The German product will, if any, and the only thing that we can do now is to follow their example in leaving nothing undone to gain the trade of foreign countries. They are introducing extensive machinery, and they only pay a master mechanic four marks (about $1) for a day's work, so the American must look to his ingenuity to put him at the head. The American manufacturer must cease to trade as if he had no competitor, and strive to beat out the growing power of Germany. He will awake to that fact at some time, and his blindness now will only hold it in check, but he will be greatly benefited if he would only start now."

A Modern Jackson.

The New Britain (Conn.) Hardware Mfg. Co. has received by mail the following unique application for employment. It is dated Harrison, N. J. If any one desires to employ him, his address will be furnished by the company:

Gentlemen: In accordance to the science of phrenology a person possessing my characteristics should be employed in making Hardware and iron goods, and, as I have experience in that line, and done better at that than I ever done before or since, I am very desirous of acquiring employment in that line. I have worked at drilling, at riveting, at grinding, tempering on sash pulleys, chopping knives, portable forges, shoe daubers, etc. My character is of the General Jackson variety, of good quality, and I am not making a written application to you because I am ashamed to be seen, but because I do not see a chance to get work here, and I cannot afford to be running around. I want steady work, so I can settle down, and I can prove myself a useful addition to any respectable community. I have never had a steady job yet, and I am sure I could appreciate and hold one if I had it. My age is twenty-four years. Please give me a chance if you can.

Members Elected.

At a meeting of the board of governors of the Hardware Club of New York, held on September 15, 1898, the following gentlemen were unanimously elected to membership:

F. Stuart Williamson, No. 52 Broadway.
Frank Presbrey, No. 12 John Street.
Walter A Schiffer, Fifty-third Street and Second Avenue.
Edward L. Swift, No. 108 Chambers Street.
Brown Caldwell, No. 16 Warren Street.
Enoch Rutzler, No. 176 Centre Street.

There isn't a Parallel of Latitude but thinks it would have been the Equator if it had had its rights.—*Exchange.*

Prosperity is the best protector of principle.—*Exchange.*

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OUR INVASION OF CHINA.

The success of the United States in the invasion of the markets of China is illustrated by some figures just prepared by Treasury Bureau of Statistics, showing that our exports to that market have of late increased much more rapidly than those of other parts of the world, and that the heavy falling off in imports of certain lines of goods into China in the last year has not been as seriously felt by the United States as by other nations with which we come in competion. An examination of our exports to China during the fiscal year just ended shows a marked increase in large numbers of articles, and that the reduction in cotton goods, which has caused the slight decrease in the total, is much less proportionately, than that of our chief rivals in supplying the cotton goods market of that country. While our total exports to China during the year just ended fell off a little less than two million dollars, the fall in cotton goods alone was two and one-quarter million dollars, thus showing that the falling off in this class of exports was responsible for the reduction in the grand total of our exports to that country. A further examination, however, of this reduction in cotton goods exports to China shows that t was incidental to an enormous reduction of cotton piece goods importations by that country and that the United States suffered less by that reduction, proportionately, than did other countries with which she is competing for that market. The recent report on the trade of China, published by the Inspector General of Chinese Customs, says of the import trade in cotton piece goods: "The year 1897, owing to the fall in exchange, and the heavy stocks carried over from 1896, was one of the worst on record for the piece goods trade." That the reduction in imports in cotton goods was partly due to an increase of cotton manufactures in China as well as heavy stocks carried over from the preceding year, is shown by a further statement contained in the same report, which says that the importation of raw cotton increased more than 60 per cent. in 1897, and that of Japanese cotton yarn more than doubled. That the American imports of cotton goods suffered less than those of other countries is shown by a paragraph of the report in question, which says: "The trade in cotton piece goods shows, as was expected, a falling off from the figures of 1896; American goods, however, continue to increase in favor, these being almost the only exception to the general decline. The favor which the American goods find in the Chinese markets is due to their cheapness."

Another evidence that American goods exported into China have suffered less by the general reduction than those of our chief rivals for that trade, is shown by a comparison of our own exports to China, during the past six months, with those of Great Britain to China during the same period. The June statement of Trade and Navigation of the United Kingdom, which covers six months exports by articles, specifies the amounts of cotton and woolen goods and manufactures of metal exported to various countries. This shows that the exports of these articles to China and Hongkong in the six months ending with June, fell off nearly three million dollars, or over 17 per cent., as compared with the corresponding six months of the preceding year. Our own statement of exports to China and Hongkong includes, beside manufactures of cotton and metal, provisions, breadstuffs, naval stores, manufactures of tobacco and manufactures of wood, the list containing double the number of articles of that named by Great Britain in her reports, yet the net decrcase in the list of articles named in our own reports amounts to less than eight hundred thousand dollars, against the net decrease of nearly three million dollars in a much smaller list of the exports of Great Britain in the corresponding period of time. Our own statement of the commerce of the year shows an increase in exports of flour, bicycles, carriages and cars, fruits and nuts, telegraph instruments, telephones, scientific instruments, canned beef, bacon, hams, butter, cheese, seeds, tobacco, lumber and other articles to China during the year just ended, as compared with the preceding year.

The steady gain which the United States is making in its effort to obtain a share of the market which China affords is shown by the following comparison of our imports into China and Hongkong, from 1880 to 1898, with those of Great Britain during the same period. The table, it will be observed, shows an increase of over 300 per cent. in exports fron the United States to China and Hongkong during that period, and a decrease of 25 per cent. in those from the United Kingdom to the same market in the same time.

United States figures include domestic and foreign merchandise, while those of the United Kingdom include domestic merchandise only.

EXPORTS FROM UNITED STATES AND UNITED KINGDOM TO CHINA AND HONGKONG, FROM 1880 TO 1898.

Years ending June 30.	United States. Dollars.	United Kingdom. Pounds
1880	$ 3,978,775	9,482,821
1881	8,364,534	10,034,192
1882	9,123,880	7,645,337
1883	7,858,031	7,116,331
1884	7,710,427	7,372,148
1885	10,545,811	8,945,529
1886	11,576,817	7,564,531
1887	9,230,668	8,796,152
1888	7,934,537	9,016,568
1889	6,477,512	7,220,613
1890	7,385,362	9,137,194
1891	13,469,705	8,987,921
1892	10,557,546	7,581,906
1893	8,117,059	6,446,943
1894	10,072,273	6,262,810
1895	7,856,880	7,166,645
1896	11,613,134	8,539,390
1897	17,984,472	7,117,716

Trade Philosophy.

The apothecary does business on a small scale.

Fancy drinks will put a plain face on a merchant.

A stirring young clerk isn't by any means spoony.

Every man has his price except the cut-rate merchant.

You can't write gushing sentiments with a fountain pen.

A stern sense of duty keeps many a business man out of a boat.

The tombstone man will say a good word for a merchant when he is down.

A cut-rate merchant is committing business suicide on the installment plan.

Some hotel men are not counterfeiters, if they do offer drummers poor quarters.

Some business men are so narrow-minded that a sensible thought would get dizzy and fall off.—*"Clyde W Francis" in Trade.*

Lady visitor (at office of eminent physician): "I have called, doctor, to ask if there is any cure for sleep-walking. I have had the habit for years, and lately it has become worse." Dr. Highprice: "It can be cured, madam. Take this prescription, and have it made up at Colde, Steele & Co.'s." "Colde, Steele & Co.'s! Why that is not a drug store; it is a Hardware store." "Yes, Madam. The prescription calls for a paper of tacks. Dose—two tablespoonfuls scattered about the floor before retiring."—*New York Weekly.*

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Making Good their Promise.

Does the German advertiser exercise care in making good all the promises which are made in his advertising? The indications are that if he has not exercised much care in the past, he will do so in the future, as the government has recently taken some very decided steps toward compelling him to make them good. In Hamburg recently an advertiser advertised an "infallible grease eraser." Several competitors who did not believe that the eraser was infallible, entered a complaint, and when the case was taken into court, the judge, with a practical wisdom worthy of Solomon, compelled him to step up, make grease stains on certain garments, and then employ his eraser in removing the same. For some reason not fully explained, the enterprising advertiser failed in his task, and he was severely fined. Another man, who advertised that he was selling out for the purpose of retiring from business, but failed to retire as he had promised, was also fined. Another was fined for falsely advertising "Sale for stock-taking," and still another for "Sale on account of removal." In commenting on the above facts, the *Ironmonger* of London, says: "Perhaps the queerest cases reported under the act are those in which shopkeepers, convicted of having falsely marked up their goods at '20 per cent. below cost price,' or 'without profit,' have been sentenced actually to sell the whole of their stock at the percentage of loss at which they led the public to believe that they were sacrificing their wares, and in innumerable instances people, who untruly professed to sell at manufacturers' prices, or at cost price, have been sentenced to fines up to £10 and the insertion of the sentence, at their own cost, as an advertisement in the local papers. So close are the meshes of the act that in one instance a firm was heavily fined for advertising, under its own address, 'fifty-two establishments in the large towns of Germany,' although the assertion was strictly true. The 'fifty-two establishments' were so many different firms, and the fifty-three together formed an association who bought the same goods from the same sources, but sold independently of each other. The court held that the words 'fifty-two establishments,' etc., were calculated to lead the public to believe that they were all branch houses of the firm advertising. As competition is at least as keen in Germany as here, while middlemen's profits are generally much smaller, the lot of the German shopkeeper can hardly be described as a happy one."

American Iron and Steel Abroad.

American steel and iron are certainly making their way in the European markets. It is stated on eminent authority that a single firm in London is now receiving United States steel at the rate of nearly 250 tons per annum, and American steel largely in use for bicycle work is going into Birmingham in large quantities. At a recent meeting of a large steel and iron company of Wales, one of the directors stated that there would be anxiety for some time to come among the steel makers of that country, owing to the new appliances and the improved methods introduced from America, as well as the keenness of competition.

An eminent English manufacturer, who was recently interviewed upon the above question, can be quoted as follows: "It is no pleasure for the British manufacturer to find himself compelled to use American-made brass, but he claims that it is drawn so much truer than the English that it can be worked in automatic machinery with much less trouble and with greater economy. A leading manufacturer states that it is from 15 per cent. to 20 per cent. cheaper than the English. In another article, which is rapidly growing important—steam india rubber hose piping—one authority claims that he had the American make delivered on his premises at 20 per cent. to 25 per cent. cheaper than the English makers had supplied. Here it is only fair to say that the railway rates helped the foreigner, the rate from New York to Liverpool being positively lower in several instances than from Liverpool to Sheffield.

"Another item may be mentioned—the smaller sizes of malleable iron castings. American firms are delivering these castings in Sheffield at fully 30 per cent. below local prices. Here again it is but right to admit that the railway rates materially aid the foreigner. It will not do to say, however, of these castings that they are simply sent over by way of advertisement, or that they are not of good quality. The very opposite is the case.

"They come over in the regular way of business—a business which is steadily increasing—and they come over of such quality that the workmen themselves are openly heard to confess their preference for the American production. In one of the establishments where they are used in very large quantities I have asked various workmen which they preferred, the American or the British casting. Although 'Yankee notions' are as little in favor with the British worker as things 'made in Germany,' the invariable reply I got was that the American casting was preferred, because it was truer and more uniform in quality. The users, too, mention another difficulty which is surely capable of prompt remedy, That difficulty is to get adequate deliveries of these small malleable castings where large quantities are required. The head of one house told me that he had often been disappointed in not getting his order completely filled, and in the end has had to send a cablegram to American manufacturers, who have sent him all he wanted in a much shorter time than he could have got them within a few miles of his own door. It is impossible for any one who is much in the habit of visiting the large industrial establishments of this country to avoid seeing how rapidly American labor-saving machines are being utilized."

Mr. Hazell, M. P.

Walter Hazell, Member of Parliament for Leicester, England, accompanied by his two sons, W. Howard Hazell and Ralph Hazell, arrived in the city some days since, intending to spend two months in the United States and Canada. Howard Hazell was among the recent visitors to the Hardware Club, having letters of introduction to the officers, and made a minute examination of the establishment, with special reference to the movement now on foot in London for the creation of an organization of a similar character. Walter Hazell is one of the best representatives of all that is good in English public life. He is a high-minded gentleman, who devotes much of his leisure and his wealth to philanthropic work. He is the head of the printing and publishing firm of Hazell, Watson & Viney, which consequently makes him chief proprietor of the *Hardware Trade Journal* of London. His firm is one of the very few in England capable of turning out printing equal to the best productions of the United States, and this is doubtless very largely due to the fact that he has spent large sums of money on American printing machinery. The probability is that Mr. Hazell would not have spent these sums in the United States if he could have found machinery of equal value in his own country, and the above fact therefore remains a practical testimony to the excellency of machinery-making in the United States.

The Berlin Iron Bridge Co., East Berlin, Conn., have the contract for furnishing the steel work for the memorial hall being erected at Westerly, R. I. This building is to be fireproof throughout, has steel floor beams and columns supporting the floor structure, and steel trusses and beams for the roof.

It is easier to stay out than get out.—*Exchange.*

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NEW GOODS AND SPECIALTIES.

Bargain Oil Heater.

An announcement of special interest to the trade just at this season of the year is made by the Novelty Mfg. Co., Jackson, Mich., on pages 34 and 35 of this issue. The illustrations there presented, taken in connection with that shown herewith, will give a very good idea of this line of goods, without any very special description. They boldly announce that "there is only one line of aluminum oil heaters in the world," and proceed further with the declaration that they have them. They call special attention to their beauty, finish and working qualities, and guarantee that they will not tarnish from the heat. They are made in three sizes, full description of which, with prices, will be sent by them on application. In this connection, we call special attention to their "Bargain" Oil Heater, which is illustrated herewith. They state that this heater is rightly named, because "it is the greatest bargain ever offered in this line." It is made entirely of polished steel, polished brass and polished aluminum, is nicely japanned and nickel-plated. They further state that there are no castings to break, which consequently makes the stove practically indestructible. The manufacturers guarantee every stove, and add that they burn with a clear white flame, without smoke or odor. The "Bargain" is made in the following dimensions: height, 26 inches; size base, 13½ inches; size drum, 7 inches; circular wick, 8 inches; weight, 10 pounds. The manufacturers further say: "Aluminum Oil Heaters are the most brilliant and highly polished stoves ever exhibited. It is impossible to produce such a rich lustre and elegant finish on any other metal. These stoves contain our celebrated wick device, which is so simple that a child can operate and rewick them. The upper pars of the stove is hinged to the lower part in such a manner as to allow it to be easily tipped back for the purpose of lighting, rewicking or filling. All parts are interchangeable, as they are put together entirely with polished and nickeled-head stove bolts. The founts and burners are portable. The tops on all Aluminums are removable for the purpose of placing on kettle, oven, etc. These are the only stoves that are absolutely free from smoke and odor. They are guaranteed by the manufacturers, and money refunded if not as represented. Aluminum is the only known metal that will not tarnish with heat. It is expensive but practically indestructible. This is why we use it. We make no additional charge for it. In fact, our heaters are sold cheaper than any others of corresponding size. They are made in three sizes, and, being the lightest stove on the market, they are all that their name implies. They are practically indestructible, being made entirely of polished steel plate, together with burnished brass, and adorned with aluminum plates where the heat is so intense as to tarnish and discolor other metal. Not one piece of casting is used in their entire construction." That large proportion of the Hardware trade who are interested in heaters would do well to send to the manufacturers for a full description and illustration of these lines.



New Line of Lancaster Braces.

The Lancaster Machine & Knife Works, Lancaster, N.Y., are placing upon the market an entirely new line of plain and ratchet braces, forming a lower-priced line of these meritorious goods than they have previously produced; and it is claimed by them to be the best low-priced brace ever offered the trade. We give illustrations of these desirable goods herewith. Fig. 1 shows the plain brace having polished cold drawn steel sweep 7-16 inch, with satin wood head and handles. These are made in two sizes: No. 40, 8-inch: list, $3.80 per dozen; and No. 41, 10-inch: list, $4 10 per dozen. The ratchet braces, Fig. 2, are made to correspond, and same detail of description. No. 17, 10-inch: list, $9.00 per dozen; and No. 18, 12-inch: list, $12.00 per dozen. This new line is well calculated to meet with a welcome by the trade, being made with the same conscientious desire to excel, which characterizes all the products of this company. The new line is intended to

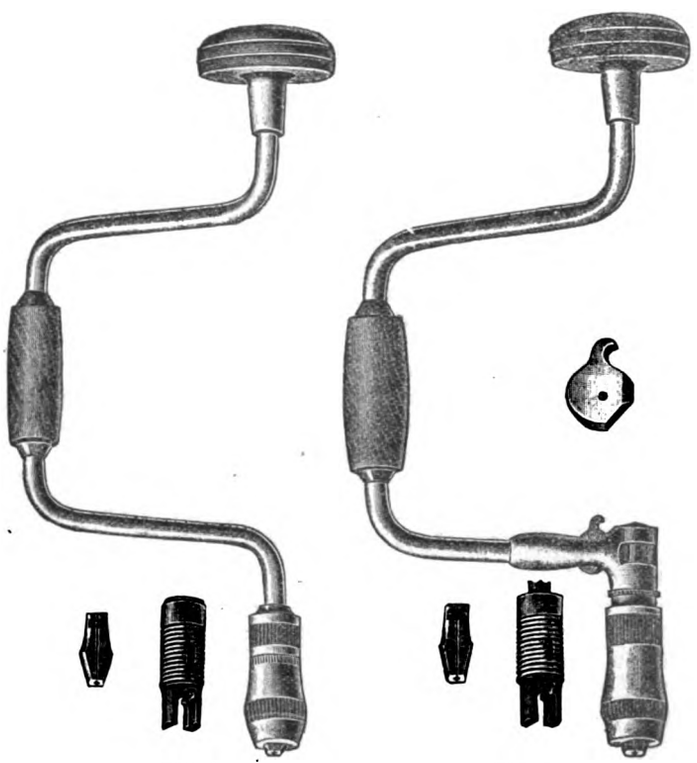


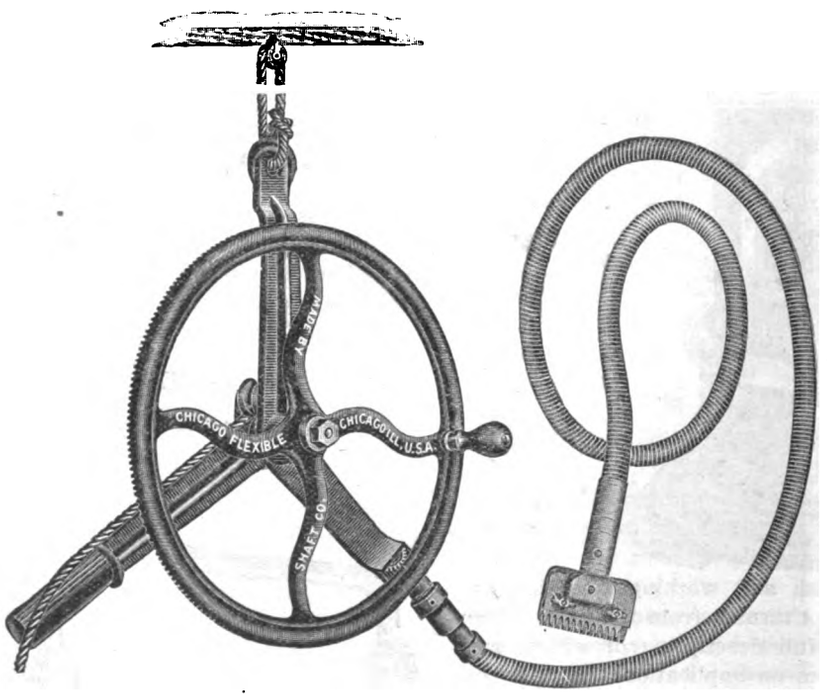
FIG. 1. FIG. 2.

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supersede to a great extent the many low-priced goods on the market that are put together to be sold at a price without regard to any underlying merit in the goods themselves.

A Revelation in Clipping Machines.

The illustration herein shown represents the New '98 Chicago Clipper, which has recently been brought out by the Chicago Flexible Shaft Co., Nos. 158–160 Huron Street, Chicago. This machine is "an entirely new departure over the old style Clipping machines, doing away with all unnecessary weights, belts, balance wheels, etc. It is very simple in design. Gears are substituted for belts, thus doing away with the great amount of slippage which was such a source of trouble with the old style belt machines. The knives may be forced as fast as the operator can work, and there is no such thing as clogging. High speed may be maintained with but trifle exertion, as the number of moving parts are few and all unnecessary friction is done away with." The machine is suspended from the ceiling by a braided rope, which passes through a screw eye; the free end is passed under an eccentric pulley journaled in the frame, which, from its peculiar construction, locks it at any point desired by simply letting go of the rope. This feature will be much appreciated, as it accommodates the apparatus to the height of the operator instantaneously. The large balance wheel has teeth on its edge which engage with small steel pinion, which in turn transmits the power through the flexible shaft to the knives. The list price on this machine is $10.75, which brings them within reach of every stable owner, blacksmith and horseman. The makers say: "It is fast displacing the old-fashioned belt machines and two-hand horse clippers. It was with this machine that all records were recently broken by Ted Hansom of New York by clipping a horse complete in fourteen minutes, which is the fastest time ever known, beating all other records by twelve minutes. This is a Clipper for the Hardware trade to handle in place of the two-hand variety, as the day has gone by when a man will spend a half day clipping a horse when better work can be done in as short a time as fourteen minutes. The weight boxed is 50 pounds; without being boxed 35 pounds. This Clipper is protected by patents in the United States, Canada, England, Germany, France and Russia, and is on sale generally throughout the jobbing trade of the United States and Europe." For catalogue or any other information address the makers, the Chicago Flexible Shaft Co., Nos. 158–160 Huron Street, Chicago, Ill.



A man may have no bad habits and have worse.—*Ex.*

"Are You Aware of It?"

Bommer Bros., No. 351 Jay Street, Brooklyn, N.Y., have the greatest faith in the character and quality of their product, and certainly set forth a strong argument in support of this faith:

"We argue that spring hinges have to perform the hardest duty of any Hardware; not only do they carry the weight of a door, and suffer the wearing friction of constant usage, but besides, must automatically close it.

"This being admitted, the importance of using a durable spring hinge fully able to do its work is apparent.

"Bommer Spring Hinges, manufactured by Bommer Bros., Nos. 351 and 353 Jay Street, Brooklyn, N. Y., are both durable and efficient.

"They combine great durability with a pleasing exterior which blends harmoniously with any style of decoration, and cost no more than other kinds.

"They are made of wrought steel, and, says the World's Fair Award, are '*practically unbreakable.*'"

The Proposed National Association.

Editor Hardware: In reply to yours asking my opinion in regard to the forming of a National Retail Hardware Dealers' Association, would say I have given the matter careful thought, and can really see no material benefit to be derived from it until the State associations shall have assumed more definite shape.

Doubtless it might prove a pleasant organization, but otherwise I can see no benefit to be derived. If all the States were well represented by associations a national organization might do much good in pressing matters of national importance to the Hardwareman.

Respectfully,

S. H. THOMPSON,
The Thompson Hardware Co.

Lowell, Mass., Sept. 19, 1898.

At a recent meeting of the executive committees of the Retail Hardware Association and of the Hardware Jobbers' Association of Texas, a satisfactory compromise was arrived at in the classification of iron and steel articles. It is expected that this agreement will result in a settlement of the troubles which have arisen over carload lots of goods of this character.

"Father, what does 'Morro' mean?"
"It's a big bluff, my son."
"Don't the Spaniards make them?"
"Not now, my son."

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Review of the Markets.

A decidedly firm tone has been exhibited by the markets of recent days. Prices in shelf Hardware remain about the same, and while there is no special advance, the market is pretty well maintained. Reports from various sections are to the effect that business is improving, and that there is a larger demand for tools and builders' Hardware, while the near approach of cold weather naturally creates something of a demand for winter goods. A possible shortage in several directions is looked for, and in numerous instances repeated demands are made for immediate shipment before the goods are delivered.

Wire Nails: In New York an advance has been made because of the action of manufacturers, and prices are therefore noted as follows: Carload lots on dock, New York, $1.50; small lots from store, $1.60. At a recent meeting of the wire manufacturers of the United States in Chicago, there was a large representation present, and a permanent organization was formed for the purpose of keeping in touch in regard to trade conditions. George T. Oliver, of Pittsburg, was elected president, and an advance of five cents per keg was made in nails, and a corresponding advance in wire, quotations on nails being as follows: To jobbers, carload lots f. o. b. Pittsburg, $1.35; single carload buyers f. o. b. Pittsburg, $1.40. In Cleveland, prices are 2½ cents per keg higher than the above figure; in Cincinnati, Louisville, Chicago and Joliet, 7½ cents higher; and at St. Louis, 12½ cents higher. No sales or contracts are to be made on longer deliveries than thirty days. There was also a change made in the wire nail classification by the addition of a new nail to be known as the 3d extra fine, 1⅛ inches long and No. 16 wire, which will take an advance of 65 cents over the base price. This new nail is to be made to meet the demand for a lighter article which is required in certain localities.

Cut Nails: Prices in this regard are quite well maintained, quotations in New York being as follows: Carload lots on dock $1.25; small lots from store $1.30.

Barb Wire: At the meetings of the manufacturers in Chicago above referred to, a decision was reached that painted barb wire should be sold at an advance of five cents per 100 pounds on the price of wire nails per keg; while galvanized wire is placed at an advance of thirty cents on painted. In New York, prices in this direction are as follows: Four-point galvanized in car load lots on dock $1.85 and $1.90. Small lots from store $1.95 to $2.00.

Cordage: A reduction of one cent a pound in the price of rope has been announced by the manufacturers because of the decline in the values of hemp. The prices now quoted are as follows:

	Per pound, cents.
Manila, 7-16 inch and larger	9
" ⅜ inch	9½
" ¼ and 5-16 inch	10
Sisal, 7-16 inch and larger	8
" ⅜ inch	8½
" ¼ and 5-16 inch	9

These prices are for carload lots, ¼ cent advance being asked for smaller quantities.

Linseed Oil: A change in linseed oil quotations has occurred since our last report. The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: Lots of less than 5 barrels, 35 cents per gallon; lots of 5 barrels or more, 34 cents per gallon; latter price requiring the delivery of the quantity named at one time. Boiled linseed oil, 2 cents higher per gallon than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE KANSAS CITY TRADE.

So far as the weather conditions can affect business, matters of this sort have been very favorable.

The volume of business in a general way for the past two weeks has been indifferent in character, except as to the usual rush of fall goods. The staple goods have not moved with the freedom anticipated, and yet we are not in the least worried over this. People in the "house" cannot account for the light orders from the salesmen, while he might, and doubtless could, offer very reasonable explanations.

Local conditions in the trade are favorable, for the reason that Kansas City is extensively engaged in building up.

She has several times let out her bellyband, because she was too tight for comfort; and with her new park, new warehouses, new rolling mill, flouring mills and numerous other industries seeking to swell her proportions, she is to-day the first city in the United States in percentage of new buildings for the year 1898; in fact, almost double the percentage of her nearest competitor.

With two new railroads recently entered, the writer hereof believes he is correct in saying that she is the second largest railway centre in the United States. These new roads open up to us hitherto inaccessible territory, and we expect to profit thereby.

Our Kansas friends are greatly disappointed in the 1898 corn crop, which is the third lightest for many years. However, this will not at all affect the volume of business in that State, for reasons too numerous to mention.

Missouri is long on apple orchards but very short on apples this year. Applejack as a political factor may therefore be less in evidence, so that the Democratic majority may be somewhat "rejuiced," as Mr. Dooley would say. The grocery trade is a factor in the demoralization of prices that wholesale jobbers must in some way undertake to protect themselves against. Wholesale grocers out this way, almost without exception, solicit business from the Hardware trade in house-furnishing goods, coal hods, elbows, washing machines, woodenware, loaded shells, etc., and they often demoralize prices, which Hardware jobbers seldom take note of, thinking they soon will cease handling such goods. On the contrary, their competition is on the increase. We presume our Eastern friends have the same nuts to crack. To us it appears largely a matter of "hustle" and "get there," and the salesman is the key to the situation. We do not imagine that the grocery jobber buys his goods for less than the Hardware jobber. If he can, or if he does do business with a satisfactory profit, for less than the Hardware jobber can afford to venture upon, the Hardware jobber must "come to time." That is the long and short of it.

We will right here relate an incident to show another case of some folks' methods, which no doubt all jobbers occasionally grow weary over, and wish that the foolkiller had a permanent location in the "house" guilty of the offense. Some months since one of the largest manufacturers of the east, with a Chicago branch, opened a branch store here in our city. Both our competitors and ourselves in the wholesale Hardware business had been here for years in open, legitimate competition with their Chicago and Buffalo houses. They were cordially welcomed to Kansas City, and our business interests in no way changed by their "invasion" of our territory. Nor has our trade diminished in the least in their line, but has grown largely in spite of it. We believe we can venture to say as much for our esteemed Hardware competitors, with whom we are most friendly and cordial. However, the manager of our eastern friends seems to think for some reason apparently that he can build up by tearing others down.

To one of our old customers in this city the above firm made an offer that if he would cancel an order given our salesman for twenty kegs of nails, they would sell him the twenty kegs at five cents per keg less if he went directly to the car and made his own delivery.

We sold the nails at seven cents per keg above the then delivered price and were to deliver besides. Inasmuch as we had just bought 7,000 kegs of nails and had probably gotten as near the bottom as our friends could on t e

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carload they had coming, the littleness of the "deal" can be readily grasped. No doubt "there are others." What shall be done with this kind of "competition?"

If some brilliant genius can evolve a scheme to prevent or lessen even such deplorable "business," what riches and fame the man could attain to!

GILLE HARDWARE & IRON CO.

THE ST. PAUL TRADE.

With the war at an end, with a good crop, a Republican administration, good weather and good health, we feel in our section that we have nothing to complain of. We would like to see higher prices on wheat, but we cannot expect to have all good things at one time or we should become unmanageable. All the jobbers in St. Paul are having an excellent trade, with good prospects for the winter and next spring.

Last week saw our State Fair in St. Paul begin and finish, and such a crowd as there was, surprised the city. They came from the farthest part of our State, and from other States as well. The fair was a success, and the jobbers had their hands full in entertaining the numerous customers. All houses had their salesmen in from the road, and they were necessary. We never sold as many goods or talked to as many well satisfied merchants as we did last week, and we feel that the entire country was never in as good a shape as it is at present. It is not a boom, but a good, healthy condition which confronts us. We are having no great trouble about prices. Staples are very firm and somewhat higher. C. W. HACKETT HARDWARE CO.

THE DAVENPORT TRADE.

Wire nails, barb wire and plain wire have advanced 7½ cents per hundred pounds.

The quarterly meeting of the Iowa Hardware Jobbers' Association will be held on Wednesday, the 21st inst., at Oskaloosa, Iowa.

Trade thus far is about the same as in September last year. Collections are improving.

SICKELS, PRESTON & NUTTING CO.

THE PITTSBURG TRADE.

Consolidation of large interests goes bravely on, despite public protest, and this latest development of commercial affairs will soon produce a race of giants in the business world which would astonish the men of the preceding generation, were they permitted to see it. The greatest good for the greatest number of people will win in the end, and if these giants are wise enough to use their power to that end, they will succeed; if they try to use it to oppress the people, their size and great resources cannot save them from defeat.

We are now making great preparation for the reception of the Knights Templar Conclave, which meets in Pittsburg October 10th. Great numbers are expected, and our people intend to give them a welcome and entertainment that will be remembered to the credit of our city.

Business is moving on in a jobbing way steadily, with some increase over last year's sales. There is still room for improvement, however, and we believe the fall trade will show a steady increase as the months pass.

LOGAN-GREGG HARDWARE CO.

THE OMAHA TRADE.

Trade is holding fully up to the average for the year, and the demand for season goods is considerably above average, and the apparent slowness with which they come forward from the manufacturers, indicates a decided tendency to a scarcity in many staple lines before the close of the season. Prices are being well maintained, and the general conditions leave nothing to be desired. While our corn crop in this locality was shortened to some extent by a couple of weeks of dry weather, the crop of small grain is above the average, and there will be a sufficient supply of corn to cover all reasonable demands. Nothing stands in the way of an exceptionally good fall business. Collections are good. RECTOR & WILHELMY CO.

The Tin Plate Situation.

The announcement that the former owners of the largest tin plate establishment in the world have disposed of their works at Swansea, Wales, and are about to establish a manufactory in the vicinity of Pittsburg adds interest to the situation.

Tin plate, as is well known, was not produced in any considerable quantities in the United States prior to 1891. The tariff act placing a duty of 2.2 cents per pound on tin plate was enacted October 1, 1890, and the Government statistics of tin plate production cover the period beginning with July 1, 1891. The production in the fiscal year ending June 30, 1892, was 13,646,719 pounds; in the following year, 99,816,202 pounds; in the fiscal year 1894, 139,223,467 pounds; in the fiscal year 1895, 193,801,073 pounds; in the fiscal year 1896, 307,228,621 pounds; in the fiscal year 1897, 446,982,063 pounds, and for the fiscal year 1898, is estimated by experts at 640,000,000 pounds, the official figures for the year being not yet available. Meantime the decrease in importations of tin plate has kept pace with the increase in domestic production. The imports of the fiscal year 1891 were 1,036,489,074 pounds, being much above the former average by reason of the desire of importers to anticipate in importations the tariff rates imposed by the act which went into effect during that fiscal year. Those of the fiscal year 1892 were 422,176,202 pounds; those of 1893, 628,425,902 pounds; those of 1894, 454,160,826 pounds; of 1895, 508,038,938 pounds; of 1896, 385,138,923 pounds; of 1897, 230,073,683 pounds, and those of 1898, 171,662,345 pounds.

Beaman & Smith, Providence, R. I., are erecting a new machine shop 60 feet wide and 130 feet long, with lean-to addition 20 feet by 50 feet. The construction will be modern in every respect. It will have a maximum amount of light consistent with good construction, will be practically fireproof, and will be arranged with traveling cranes, trolleys, and such appliances for easy handling of materials and machines. A portion of the building will be two stories high, arranged for suitable offices, draughting rooms, storerooms, etc. The entire framework of the building is steel built in brick work entirely supported by the structural framework of the building. An electric traveling crane, having a capacity of 15 tons and a span of 40 feet, will run the whole length of the main building. The sash in the sides of the building and in the monitors are arranged so that they can be readily opened for ventilation. The framework of the building is arranged with a view of easy attachment of shafting and counter-shafting for the transmission of power. The entire building was designed by and the steel work is being furnished and erected by the Berlin Iron Bridge Co., East Berlin, Conn.

I've allus notissed fellers,
Hit's a risky thing to do
To kalkerlate according
To how things looks to you.

The man as talks the nicest
Don't help you up the hill;
The one that prays the loudest
Don't allus pay his bill.

Sometimes the biggest fishes
Bites the smallest kinds o' baits;
An' mighty ugly wimmin
Can make the best o' mates.

The smartest lookin' feller
May be a reg'lar fool;
You'er allus kicked the highest
By the meekest lookin' mule.

—*Atlanta Constitution.*

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"Helps in Brazing."

The Dixon Crucible Co., Jersey City, N. J., has published a little pamphlet with this heading. It treats incidentally of brazing graphite, the application of which to bicycle tubes prevents the adherence of the spelter and so effects a saving in labor by making unnecessary the filing which is otherwise needful. The pamphlet, however, especially treats of the process of brazing by the dipping method, or "liquid brazing," as it is called. The brazing crucible is described, together with instruction and caution in regard to its use. Instructions are given how to build and set the necessary furnace, time required for brazing, etc., etc.

In regard to the economy of liquid brazing as against the old-time fire brazing, the following is quoted from a well-known bicycle manufacturer:

"We have been using the process of liquid brazing all this summer, but at first found some difficulty in keeping the spelter at the proper temperature. We built several furnaces before we succeeded in getting one entirely successful. The one we have now in operation enables us to do as much work with one man and a boy, as we were able to do before with five to seven men, and the results are much more satisfactory. We figure that we effect a saving of $20 per day, every day we run the new furnace. Besides requiring fewer workmen, we use only about 125 pounds of hard coal in a day's run, which is quite a contrast to the expense we were under with the old gas furnace, when our gas bills amounted to $250 per month. With the new process one man and a boy can turn out seventy-five machines in a run of seven hours."

This pamphlet is of interest to all bicycle manufacturers and others who do brazing. It is sent free of charge.

Hardware Going Up.

There is no surer sign of a trade improvement than advancing Hardware prices. Whenever we want to ascertain if a trade revival is holding, and if there is anything behind it more than newspaper talk, it has been our custom for many years past to take a view of the Hardware market, and to try and ascertain by bird's-eye observation whether Hardware prices are rising. This we have just done upon the present occasion; and we have been able to ascertain that there is a distinct upward move in some branches of the Hardware trade just now in the matter of prices. This is a most encouraging indication, and for the benefit of ironmongers who may not have been carefully watching the markets, we append a few particulars of the lines in which all hardwares have this season advanced over the past two or three months.

The dearer cost of foundry numbers of pig-iron, which is becoming an increasingly prominent feature of the raw iron market every week, has sent up the price of builders' castings and spouting and drain-water goods this summer 5 to 7½ per cent. on the net, the Scotch and Staffordshire iron founders having joined in this advance. The advance in the price of steel sheets and strips has resulted in cut nails going up 10s. per ton, the Leeds and Birmingham and Staffordshire cut nail houses being agreed in this policy. The dearer prices prevailing on the copper market have occasioned this summer a rise of from 5 to 7½ per cent. in all classes of brassfoundry goods turned out by the plumbers' brassfounders, including bar fittings and electric brass fittings; and if the upward condition of copper continues we shall expect the receipt of further circulars. Last, but by no means least, is the reduction in gross discounts lately achieved in the Birmingham and district wrought-iron tube trade, representing a net advance on gas, water, and steam goods of about 7½ per cent., and on galvanized tubes and fittings 5 per cent. Hose piping and rubber tubing, whether the product of Birmingham or Manchester houses, has also this season gone up more than 10 per cent. It is not difficult to learn the lesson of all this. Clearly Hardwares are distinctly on the up grade, and the trade revival is coming.—*Hardwareman, London.*

The rooms of the Hardware Club of New York have undergone an unusual summer renovating, and shone forth in the glory of new carpets and a general refurbishing. The main hall revels in one of these new coverings, and the main dining-room in another. Several new pictures adorn the walls. A new book case fills one corner of the library. The flowers which come each day from the New Rochelle gardens of James D. Foot, governor, are fragrant with welcome to the weary business man who sets foot within these quiet rooms. No wonder that to the stranger who has been down in the hot streets, the club seems like the shadow of a great rock in a weary land.

Ebenezer Herbert Barrett, who has been for many years a salesman with Smith, Lyon & Field, wholesale Hardware, No. 139 Duane Street and Nos. 62–66 Thomas Street, New York, has opened a new Hardware store at No. 1388 Fifth Avenue, New York. Mr. Barrett is a gentleman thoroughly competent to make a success of this new undertaking, and those who have dealings with him will find that he understands the Hardware business thoroughly, and is straightforward in every respect. He would be pleased to receive catalogues and price lists from manufacturers of Hardware.

By trying, we can learn to endure adversity—another man's adversity, that is.—*Exchange.*

The man with a new idea is a crank—until the idea succeeds.—*Exchange.*



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Great Fortunes From Little Inventions.

It has become almost an axiom with the majority that larger fortunes are to be raised from some simple invention than from difficult and expensive inventions that involve a great outlay of money in manufacture. This, says George Ethelbert Walsh, in *Cassier's Magazine*, is, to a certain extent, true. A certain American patent for fastening kid gloves has yielded a fortune of several hundred thousand dollars for its fortunate owner, and the inventor of a collar clasp enjoys $20,000 a year royalty as the reward for his endeavor. A new kind of sleeve button has made $50,000 in five years for its patentee, and the simple twisting of safety pins in such a way that there is no possible danger of the point sticking in the child, promises to enrich its owner beyond any of his early dreams of wealth. A man one day turned a piece of wire so as to hold a cork more securely in a bottle, and forthwith somebody saw a brilliant idea and patented the modern wire stopper holder, which is now used annually on several million bottles. The accidental bending of a hairpin by a woman to prevent it sliding out of her hair so easily produced a fortune for her husband, who immediately saw the possibilities of a crinkled hairpin for women.

Instances could be multiplied indefinitely by large fortunes being made from small inventions; but, fortunately for those inventors who make a life study of intricate problems of mechanics, and disdain to waste their talents upon trivial, popular articles of the day, there is often also ample reward held in store for the products that take years to produce, and which revolutionize existing methods of industry and mechanics. Edison has reaped honors and riches of a princely character from his discoveries; McCormick has realized, in his reaper, the fortunes of a millionaire; the Corliss engine brought honors and decorations to its inventor, and enabled him to amass a great fortune in a few years; Professor Bell found in his telephone not only the consummation of his early hopes and ambitions, but a pecuniary reward; Harveyized steel armor has become anonymous with the inventor's name, and it brings an annual income of huge proportions to its discoverer; Elias Howe, the inventor of the sewing machine, realized over $2,000,000 from his inventions; Nikola Tesla, though still young and rich in promises, finds abundance of money in his work.

Mica Mining.

The mica trade is controlled practically by three or four large concerns in New York, Chicago and Boston. These houses have an agent who buys for cash whatever mica is brought by the miners. They control the market, and fix the prices to be paid to the miner, as well as the prices for which it is sold in the markets.

Mica, says an exchange, is a very valuable, almost precious mineral, as those who are obliged to buy a small strip for their stove doors will testify. A package worth hundreds of dollars can be carried in a basket slung over the arm, or in a pair of saddlebags on horseback. When prepared for the market the solid block, as taken from the mine, is split into sheets. These are cut into squares or rectangles of almost every possible size, from 2x2 inches up to 8x10 inches, and sometimes even larger. There are no less than 183 regular sizes kept in stock by dealers.

The mining of mica is the poetry of mining. It is impossible to conceive of a more exciting and fascinating employment. The vein of mica-bearing quartz, lying between rocks of different formation, has been found. The cap rock has been blasted away. Little "niggerheads"—small lumps of crumbling mica mixed with slate and other rock—are growing plentiful. The rock is carefully examined by the experienced miner, and all indications are that mica will soon be found. A blast is made. The rock and debris are cleared away, and there in the bottom is a block of the precious stuff, a ragged corner showing itself black and glittering in the white quartz in which it is embedded. With the tips of the fingers the miner gently and affectionately brushes away the dirt and small stones which partly cover it. Its thickness is carefully noted, its position in in the rock is learnedly discussed, and many a speculation indulged in as to its size and quality. The hole is quickly drilled, the small blast is made, just loosening the rock, and all eagerly crowd around as one of the men with his pick pulls away the broken stone. There it lies, a black, glittering mass, nine or ten inches across its face, three or four inches thick, and irregular in shape, as all blocks of mica are. A good-sized block, and, if solid and of a perfect cleavage, will be worth several dollars. The excitement is not allayed, however, and will not be until the block is split open and we know how it looks on the inside. It is a very bad thing to split open a block at the mine, and contrary to all rules, for there is danger that the fine polished faces will be scratched.

The fifth annual convention of the National Association of Agricultural Implement & Vehicle Manufacturers, which will be held in Philadelphia on October 18th, 19th and 20th, promises to be one of the most important gatherings which has been assembled in Philadelphia for a long time. In point of numbers this will be the largest convention of business men which has been held there for several years. All indications now point to an assured attendance of about eight hundred delegates, representing several hundred plants in nearly every State in the Union, which involve an invested capital of millions of dollars.

"I told my wife I had to stay down town late to get a balance."

"What did she say?"

"She said I seemed to have lost it before I got home."—*Exchange.*

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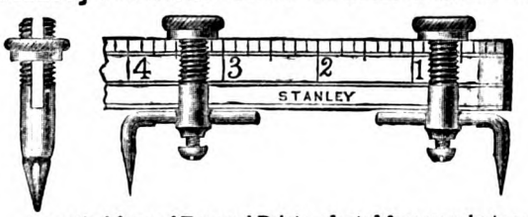
The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD



Regulates a pp'y of oil to a drop.
DOES NOT LEAK
We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS' TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Patent Rule Trammel Points.



A practical form of Trammel Points, adapted for convenient use on a Carpenters' Rule. They can be attached to Folding Rules of any ordinary width; and on many kinds of work will take the place of regular Trammel Points, Calipers or Dividers.
A complete set, consists of two Brass Trammel Heads, with movable Steel Points, and one Head with a Pencil Socket.
No. 99. Rule Trammel Points, per set of three, in a box.....$0 50

The Bracelet a Charm.

An old captain residing in the south of England has a curious iron bracelet upon his right wrist. He has worn it for years, and regards it as a most valuable "charm." Its story, as related by him, is a strange one. The bracelet was originally a horseshoe, which he found on his twenty-first birthday while going to apply for the position of mate on board a sailing vessel. He obtained the berth, and, ascribing his success to the horseshoe, had the metal hammered into a rough bracelet, which he placed on his right wrist.

Six months later, while leaning over the taffrail, a block fell from aloft on to the bracelet, which probably saved him from a broken arm. Two years after, a mad dog flew at him, only to break its teeth upon the bracelet. Subsequently, in a mutiny aboard ship, it saved his hand from severance by the blow of a cutlass. He now treasures this bracelet most highly, and not without reason.—*New York Telegram.*

A firm which should do well in the world is sending out a circular in an envelope bearing the following inscription: "Caution.—Remove the envelope carefully, and exercise still greater care in handling the enclosed circular. Don't throw it in the waste paper basket, or give it to the servant to light the fires with, as the most disastrous results will follow, inasmuch as the circular is dipped in a solution of dynamite, the most powerful explosive known. Hang it up in a cool, dry place, and after a few days' exposure its dangerous properties will disappear, and it can be burned like any other circular." Then, at the lower edge of the envelopes, we read: "N.B.—Most firms do their heavy lying in their circulars; we alone do all of ours on the envelopes."—*Ironmongery*, (*Eng.*)

Does it *ever* pay to be crooked in business? Those who are best qualified to answer, will, of course, be the last ones heard from.

If people were compelled to bury their faults the undertakers would be kept busy.—*Exchange.*

Love is a tickling sensation at the heart, which cannot be scratched.—*Exchange.*

Noise proves nothing. Often a hen who has merely laid an egg cackles as if she had laid an asteroid.—*Exchange.*

In 1895, 30,466,000 pounds of tobacco leaf were exported from Cuba.—*Ex.*

A lawn mower is an appropriate wedding gift for a man who marries a grass widow.—*Ex.*

The average tobacco crop of Cuba exceeds 61,000,000 pounds.—*Ex.*

If you need exercise and haven't a wheel, get out in the street and dodge those who have.—*Ex.*

Mary had a little lamb;
Its fleas, they had no match.
And everywhere that Mary went
The people had to scratch.

Help Wanted.

A WIDE-AWAKE Hardware salesman who can display goods and sell them. None but active man wanted; one preferred who has worked where stoves and tinware are handled. Address, stating age, wages and references, LOCK DRAWER "L," Catskill, N. Y.

Side Line Offered.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

To the Hard-Wear Trade.

To all those in search of cycles or fire-arms suitable for hard wear and rough usage, we wish to call attention to

Iver Johnson Fire-Arms and Cycles.

These goods are well and favorably known, and are always in demand, therefore a profitable line for dealers to handle. Our prices and discounts are right and we are sure that we can interest you, and respectfully solicit your correspondence. . . .

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

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There is Only One Line of

Aluminum Oil Heaters

in the World.

They discount all others in

Beauty, Finish

and

Working Qualities.

They are Big Sellers. Price is Low.

....Guaranteed not to Tarnish from Heat. Three Sizes....

NOVELTY MFG. CO.,

Jackson, Mich., U. S. A.

Knew What He Wanted.

Customer—I want some kind of a door spring; one that won't get out of order.

Hardware Dealer—A door spring?

Customer—Yes. And one that won't require the strength of an elephant to open.

Dealer—Hem!

Customer—And yet it must be strong enough to bring the door all the way to, and not leave it swinging a couple of inches.

Dealer—I see!

Customer—And when the door closes I don't want it to ram shut like a catapult, with a jar that shakes the house from its foundations.

Dealer—Yes. You want one that will bring the door all the way to, and yet do it gently.

Customer—That's the idea. But I don't want any complicated arrangement that requires a skilled mechanic to attend to it.

Dealer—No, of course not. You want something simple, yet strong and effective.

Customer—That's the talk. Something that can be put on or taken off easily—something that will do its work quietly, yet thoroughly, and won't be eternally getting out of order.

Dealer—I see. I know exactly what you want, sir; just exactly.

Customer—Well, show me one.

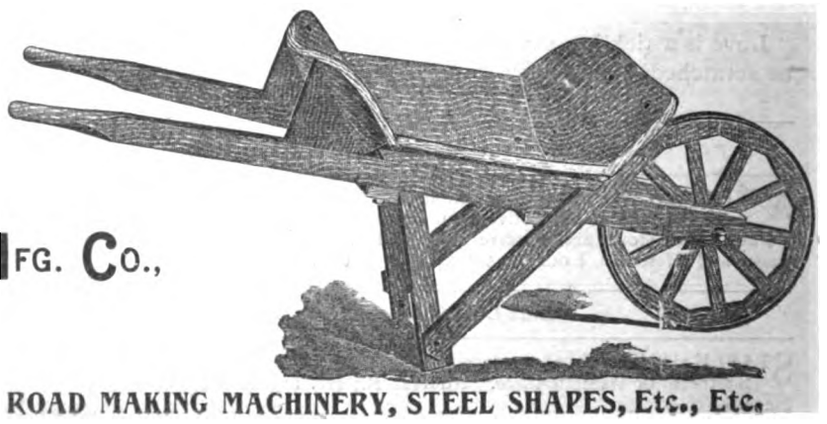
Dealer—We don't keep door springs.

—*New York Weekly.*

Love and potatoes both spring from the eyes.—*Ex.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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$30.00 per DOZEN

To the Trade.

BARGAIN OIL HEATER.

THIS Heater is rightly named. It is the greatest bargain ever offered in this line. It is made entirely of polished steel, polished brass, and polished aluminum; nicely japanned and nickel plated. There are no castings to break, consequently it is practically indestructible.

Burns a clear white flame without smoke or odor.

Every stove guaranteed.

DIMENSIONS.

Height, 26 inches.
Size base, 13½ inches.
Size drum, 7 inches.
Circular wick, 8 inches.
Weight, 10 pounds.



NOVELTY MFG. Co.,
Jackson, Mich , U.S.A.

Window Dressing.

It would be well for Hardware dealers to take a walk sometimes through dry goods stores and observe some of their methods in arranging and displaying goods, says an exchange. Much profit might be obtained from such visits, particularly when the management of their notion department is considered. There are odd lots, and the last of certain lines of goods in Hardware, which could be very appropriately termed notions and disposed of in a more advantageous manner if effectively displayed in a window, located in a conspicuous position. It often happens that these articles are left hidden in boxes or compartments where no one sees them and their existence is almost forgotten. Such articles may be very useful, but people may not always remember what they need or want until they catch sight of the things in the store where they are arranged in a window, with a price ticket attached.

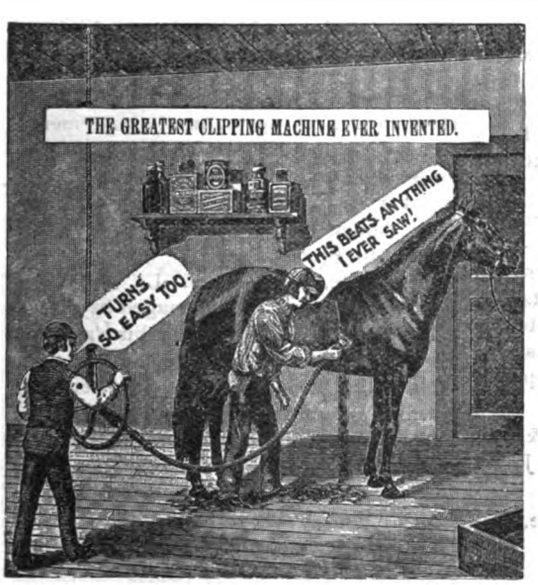
It was the first quarrel in Eden.

"I'll go home to my mo—oh, I'm the only woman in the world who never had a mother to go to!"

"Thank heaven, I've got you!" and Adam clasped her in his arms.

Aultman, Miller & Co., of Akron, Ohio, manufacturers of mowers and reapers, will resume operations October 1st. Employment will be given to 500 men.

There are 13,000,000 acres of primeval forest in Cuba.



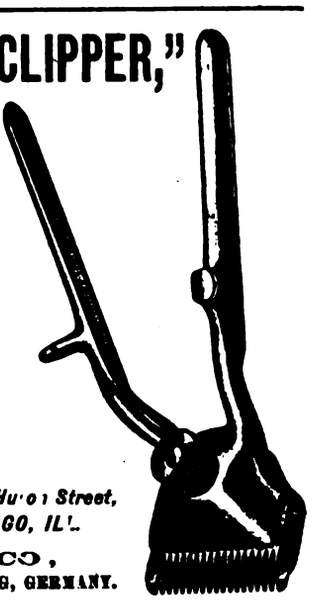
"The NEW '98 CHICAGO CLIPPER,"

"FAMOUS THE WORLD OVER"

AS THE

"GREATEST CLIPPING MACHINE EVER INVENTED."

Patented in United States, Canada, England, France, Germany and Russia. All records were broken with this Clipper by clipping a horse complete in 14 minutes. Weight of machine only 35 pounds. Retails at $10.75 All Hardwaremen can sell them in place of the old fashioned two-hand Clippers. Get posted.



TOILET CLIPPERS.

There are all kinds, but if you want a Clipper with a **"REPUTATION" INSIST** on the "Stewart Patent." They will cost you no more than the "inferior kind." All parts are absolutely interchangeable. Clippers stamped with our name is a guarantee of quality. Send for Catalogue of Modern Clippers.

Chicago Flexible Shaft Co., *158-160 Hudson Street, CHICAGO, ILL.*

HAMMACHER. DELIUS & CO.,
Sole Agents for Continental Europe, **HAMBURG, GERMANY.**

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Lafargeville, N. Y.—W. H. Walrath.

Leadville, Colo.—The Beman Hardware Co. has been incorporated by William H. Beman, Frank W. Beman and Charles E. Dickenson. Capital stock, $20.000.

Poplar Bluff, Mo.—The T. F. Ray Hardware & Furniture Company has been incorporated; capital stock, $7200; incorporated by Byrd Duncan, T. F. and C. A. Ray.

Raleigh, N. C.—Benjamin Irby and S. M. Young have formed a copartnership for carrying on business, handling sporting goods, etc., at No. 12 East Martin Street.

Wenatchee, Ore.—The Wenatchee Hardware Company has been incorporated; capital stock, $5000.

Changes and Improvements.

Abbeville, Ala.—Norton & Porter, Hardware and furniture, succeeded by E. C. Porter.

Adams, Neb.—G. J. Kilne, agricultural implements, succeeded by J. De Young.

Albany, Ind.—Paxton Bros. Hardware Co., succeeded by Paxton & Richey.

Albert Lea, Minn.—Ed. Christensen, Hardware, Ransom Building, corner Broadway and William Street, has sold his interest in business to Peterson Bros , the other members of the firm.

Altamont, Mo.—M. A. Bird, Hardware, etc., sold hardware.

Andrews, Ind.—Sipe & Fultz, Hardware, succeed by F. E. Fultz.

Athens, Tenn.—Bayless & Moody. stoves, tinware, etc., will shortly move into their new building.

Bancroft, Iowa.—F. A. Bronson & Co., Hardware, succeeded by Nemmers Bros.

Bay City, Mich.—Martin & Cheever, Hardware, succeeded by D. B. Martin & Co.

Bearden, Ark.—J. W. Stringer, Hardware, reported to have sold out,

Belpre, O.—Coe & Glazier have sold their Hardware store to W. J. Wharton and Arthur Reed, who will continue the business under the firm name name of Wharton & Reed.

Benson, Vt.—The business of the late H. S. Howard, and stock of Hardware, stoves and agricultural implements and also trimmer's tools are offered for sale.

Camden Place, Minn.—Boughton & French, Hardware, succeed by C. A. French.

Carrollton, Mo.—W. S. Crouch, Hardware, sporting goods, etc., stock has been purchased by D. M. Lease.

Clayton, Ill.—T. L. Carver, Hardware and stoves, succeeded by Jandrew Bros.

Crockett, Texas.—The S. C. Arledge stock of Hardware has been sold to Parker Bros. of Trinity, Texas, who will continue the business at the same stand.

Danielson, Conn.—The Clark & Jacobs Hardware Co., succeeded by John R. Davis.

Dayton, Ohio.—Charles P. Waltz, stoves, etc., sold to J. W. Williams.

Delavan, Ill.—Boies Bros., Hardware, succeed by C. C. Boies.

Eagle, Neb.—Nelson S. Miller, agricultural implements and Hardware, succeeded by A. L. McDonald.

Elkader, Iowa.—Keleher & Cords, Hardware, succeeded by Cords & Davidson.

Elmore, Minn.—A. K. Anderson, agricultural implements, succeeded by Anderson & Petters.

Fort Smith, Ark.—O'Shea & Hinch, Hardware, are preparing to enlarge their extensive business by the addition of a big stock of Hardware, wagons, etc.

Galesburg, Ill.—Kendall & Co., Hardware, succeeded by Cline & Shaw Hardware Company.

Hatton, N. D.—Colton & Kloster, Hardware, succeeded by new firm, same style.

Hearne, Tex.—Adams Hardware & Implement Co., sporting goods, Hardware, etc., have moved into their new store.

Houston, Tex.—The E. L. Wilson Hardware Co. will erect a new brick addition to their commodious quarters on Pearl Street.

Ishpeming, Mich.—I. E. Swift, Hardware, succeeded by I. E. Swift Company.

La Cygne, Kans.—A. Mitzel, Hardware, sporting goods, etc., stock purchased by Badhers & Spofford.

La Grange, Ga.—Frank Adams is moving his stock of Hardware to the store room one door south of his present stand.

Lebanon, Ill.—Stoffel & Striegel, Hardware, sporting goods, etc., succeeded by Stoffel Bros.

Leon, Ia.—Gould Wallace, Hardware, sporting goods. etc., succeeded by Wallace & Horner.

Leonardsville, N. Y.—The Hardware store lately conducted by A. M. Coon, which has been closed for some weeks in consequence of Mr. Coon's assignment, is again opened for business. At the assignee's sale the stock was purchased by W. D. Crandall of West Edmeston, under whose name the business is now conducted.

Mannington, W. Va.—Owens Bros., stoves, etc., succeeded by I. N. Owens.

Marshall, Ind.—Marshall Hardware & Implement Co., succeeded by Marshall Hardware Co.

Marshall, Minn.—John Watson will engage in the Hardware business with his father.

Middletown, Pa.—The room in Raymond & Campbell's block in which Hoff & Raymond conducted the Hardware business has been closed. The firm has moved to its new location in Campbell and Rewalt's block, where one of the finest places of business has been fitted up that has ever been opened in this place.

Milton Junction, Wis.—A. Hadden & Son, stoves and Hardware, succeeded by J. W. Davy.

Mobile, Ala.—F. Gomez, Hardware, succeeded by F. Gomez & Son.

Nashville, Tenn.—Donigan, Weakley & Mason, Hardware, succeeded by Keith, Simmons & Co.

Ness City, Kans.—Peter Hittle, Hardware, etc., reported to have sold out.

New London, Ia.—The firm of Smith, Robinson & Co., Hardware and implement dealers, which changed its name last week by Mr. Robinson disposing of his interest to G. M. Smith & Son, is now entirely out of the business.

North Adams, Mass.—E. B. Penniman & Co., Hardware, sold out.

North Lewisburg, O.—A. W. Elliott, sold to N. W. Corbett.

Nough, Tenn.—J. D. Marsh, Hardware, Petersburg, succeeded by Marsh & Hart.

Oglesby, Tex.—J. J. Stovall & Co., Hardware, succeeded by J. J. Stovall.

Phillips, Me.—The Phillips Hardware Co., are moving the stock from their branch store at the Upper Village in which Arthur Merrill was located to the main store in the lower end.

Standish, Mich.—H. J. Randall, Hardware, has sold his business to H. H. Jacques & Co., who will continue in the same place.

Worcester, Mass.—O. S. Kendall & Co., stoves, etc., succeeded by O. S. Kendall & Son.

Business Embarrassments.

Fayette, Mo.—J. D. Tolson & Son, agricultural implements and hardware reported to have made an assignment.

Henderson, Ky.—Banks Hardware Co. reported to have made an assignment.

Kansas City, Mo.—Russell Hardware and Implement Co. applied for receiver.

Peabody, Mass.—F. E. Putnam & Co., Hardware, petition in bankruptcy; assets, $4200; liabilities, $8500.

Republican City, Neb.—Kelly Bros., Hardware dealers, have made an assignment.

Burglaries in Hardware Stores.

Bancroft, Mich.—Charles L. Parsons, $75.

Springfield, Mass.—McGregor-Noe Hardware Co., small loss.

Tekoa, Wash.—H. D. Kay, $75.

Waterloo, Ia.—Schiel & Corson, $440.

Recent Fires.

Atchison, Kans.—Klostermeier Bros., Hardware and agricultural implements, damaged by fire at a loss of $3500; insured for $2500.

Baker City, Ore.—A. C. Shinn, Hardware, damaged by fire at a loss of $5000; insured for $4000.

Carterville, Mich.—Ben. L. Washburn, Hardware, stoves, etc.; damaged by fire.

Dodgeville, Wis.—Ed. Bumburg's Hardware store has been destroyed by fire.

Nashville, Tenn.—Phillips & Butterfield's Hardware store has been damaged by fire.

Nashville, Tenn.—The store of Webb & Stevenson, Hardware dealers, has been destroyed by fire.

Pennville, Ind.—J. D. Smith & Sons' Hardware store has been destroyed by fire.

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ON EXHIBITION

Model Hardware Store!

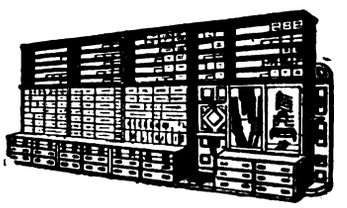
Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.

Eastern Office, 253 Broadway, New York.





FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.



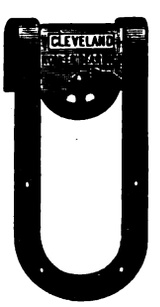
THE CHISHOLM & MOORE MFG. CO.,

(Formerly MOORE MFG. CO., of Milwaukee, Wis.)

MANUFACTURERS OF

STEEL DOOR HANGERS and STEEL DOOR RAILS. CHAIN HOISTS, CRANES, TROLLEYS, ELECTRIC HOISTS, ETC.

Send for Catalogue.



Lake and Kirtland Sts., **CLEVELAND, OHIO.**

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

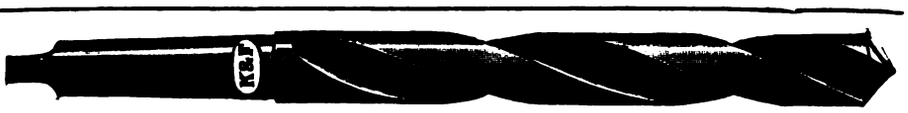
The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO.,

EAST CAMBRIDGE, MASS.



KEARNEY & FOOT CO.

100-102 Reade Street, NEW YORK.

The BEST Drill on the market.

"A GOOD REPRESENTATIVE OF THE TRADE."

Warwick Cycle Mfg. Co., Springfield, Mass. [*Bicycles*]: We have always considered HARDWARE a good representative of the Hardware trade.

"HAVE FOUND IT SATISFACTORY."

The Ideal Mfg. Co., New Haven, Conn. [*Reloading Tools*]: We recognize your medium from time to time, and have found it satisfactory.

"WE GET RESULTS."

New York Cycle Supply Co., New York. [*Bicycle Supplies*]: HARDWARE is all right as an advertising medium. We get results from it.

"SATISFIED WITH 'HARDWARE.'"

Schoverling. Daly & Gales, New York. [*Bicycles, Guns, etc.*]: We have every reason to be satisfied with our advertising in HARDWARE.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Augusta, Ga.—F. C. Dos Passos has established a plant for the manufacture of his patent razor strop.

Cleveland, Ohio.—The Columbia Pump Co. has been incorporated; capital stock, $20,000. Incorporators: George H. Burrows, W. E. Rice, John N. Weld, Charles F. Wobel, Charles J. Seaman.

Cleveland, Ohio.—The King Fastener Co. has been incorporated at Columbus, by P. F. King, B. B. Avery, L. R. Loomis, Chas. Seaton and J. J. Thomas, with $30,000 capital.

Cleveland, Ohio.—The Langeman Mfg. Co. has been incorporated by W. C. Langeman, J. F. Langeman, Mars E. Wagar, W. W. Powers and others; to manufacture steel and metal products.

Paintsville, Ky.—The Auxier Plow Co. has been incorporated with a capital stock of $2500.

Painesville, Ohio.—The Horton Mfg. Co. has been incorporated; to manufacture machinery, implements, tools and vehicles. Capital stock, $50,000.

Pittsburg, Pa.—The Anchor Tack & Nail Co. has been chartered at Harrisburg with a capital of $45,000. This company is but a reorganization of the old Chess Bros. Co. of this city, and the works at South Nineteenth Street will be run on full time. Those named in the corporation are Walter Chess, Harry Chess and Oliver Bateman.

Pawtucket, R. I.—Articles of incorporation of the William H. Haskell Co. and the Pawtucket Nut Co. have been filed in the office of the Secretary of State in Providence. The former company is located at No. 451 Main Street, opposite the Slater mill, and is engaged in the manufacture of bolts, nuts, washers and coach screws. It is incorporated with a capital stock of about $50,000 and has the following officers: William H. Haskell, president, and E. S. Mason, treasurer. The Pawtucket Nut Co. is owned by Jacob Stephans and is located on Jenks Avenue in the rear of No. 170 Main Street. This company manufactures nuts and bolts, and is capitalized at about $20,000.

Trenton, N. J.—The National Shear Co. has been incorporated with an authorized capital of $3,000,000. The incorporation is the result of negotiations that have been pending several months for the consolidation of leading manufacturers of shears in this country. The new company was formed by outside capital under the management of J. H. Parks, of Boston. The other incorporators are C. B. Fuller, Newark, W. P. Chapman, Jr., New York. The company will absorb the following firms: Heinisch, Sons & Co., Newark, N. J.; the Seymour Cutlery Co. of Holyoke, Mass.; J. Wiss & Son of Newark, and the Clauss Shear Co. of Fremont, Ohio.

Changes and Improvements.

Buchanan, Va.—The Buchanan Brass Hardware Co., which employs 450 persons, is to remove to Despatch, N. Y.

Buckhead, Ga.—P. H. & A. E. McWhorter will soon start an axe and hoe handle factory in this town.

Cincinnati, Ohio.—The Mt. Lookout auger factory will be removed to Linwood. The factory building will be erected on Eastern Avenue, opposite the La Blond Machine Works.

Decatur, Ala.—The Turner, Day & Woolworth Mfg. Co., makers of wood handles, with about twenty branch manufactories at different places, will locate a branch of their business in this city. For this purpose a site has been secured on the west side of the railroad, immediately on the bank of the river, east of the Standard Oil Works. The Turner, Day & Woolworth Co. was established in 1836 and has a cash capital of $200,000; the parent plant is at Louisville, but it operates about twenty branch works.

Ensley, Ala.—The Alabama Steel & Shipbuilding Co. will build a wire rod and nail mill in connection with their steel mill now being erected.

Kansas City, Mo.—Work on the new warehouse which Parlin & Orendorff, the implement firm, are planning to build in connection with their other buildings at Fifteenth and Hickory Streets, will be commenced immediately and rushed as fast as possible The warehouse will be 195x127 feet, and will be six stories in height.

Middlesboro, Ky.—The Middlesboro Foundry & Machine Co. was organized here recently, and will shortly put the plant used by the Holliday Stove Works in commission. Local capitalists are at the head, and as the plant has plenty of sound backing, its success is considered certain.

Monmouth, Ill.—The plant of the Weir Plow Co. has been sold at assignees' sale for $33,000. Kingman & Co., of Peoria, were the purchasers.

Portland, Ind.—The Plant of the Wright Shovel Works will be removed from Greenfield, to Alexandria.

St. Joseph, Mo.—The St. Joseph Plow Co. is one of the latest concerns to appreciate the growth of the city and to keep pace with its forward movement. Already the St. Joseph Plow Co. is one of the leading institutions of the city, but recently it took steps to greatly increase the size of its plant and its output. Two new additions to the plant will be erected, equipped with all the modern machinery necessary for manufacturing plows and other agricultural implements. The number of employes will be increased by a third. Work on the new additions will begin at once and the new machinery will be installed as soon as possible so that the company will be fully prepared for next season's business.

Recent Fires.

Frankfort, Mich.—The Frankfort Hardware Mfg. Co.'s broom handle factory has been destroyed by fire.

Gananoque, Can.—The warerooms and offices of the Parmenter & Bullock Mfg. Co., Ltd., manufacturers of rivets and nails, have been entirely destroyed by fire.

Southington, Conn.—A slight fire in the oil room at the Ætna Nut Co.'s works occurred recently.

Miscellaneous.

Alton, Ill.—The Hapgood Plow Co. has received orders for no less than 10,000 of their sulky plows, to be delivered just as fast as possible. Manager H. L. Black says they have enough work now on hand to keep the big plant running steadily until next June.

Anderson, Ind.—A report has been confirmed here that the Anderson Knife & Bar Co. are building a plant at the foot of the Eighth Street Viaduct, in Cincinnati.

Beaver Falls, Pa.—The Keystone Axle Co. has got its plant in such shape that it can turn out axles by a patent rolling process. The company has expended $200,000 in perfecting machinery, and has several large orders.

Bridgeport, Conn.—The American Ordnance Co. of this city was included among the bidders whose estimates for furnishing the Government with 100,000 six-pounder steel shells, 100,000 three-pounder steel shells and 100,000 one-pounder steel shells for the use of the United States navy, were opened at the navy department. The local concern put in two bids for six-pounders, $1.25 and $1.16; for three-pounders 77 cents and 74 cents; for one-pounders 42 cents and 39 cents.

Hamilton, Ohio.—The Niles Tool Works have awarded a contract for the erection of a new annex to the immense machine works. The building will be 69x200 feet, and is to cost $10,000, and be located on the east side of Third Street between the pattern and the machinery building at the corner.

Kansas City, Mo.—With the completion of the new rolling mill now being built, the production of the Kansas City Bolt & Nut works will be doubled to 24 000 tons of finished iron products annually, and requiring a force of 500 skilled mechanics. Bar iron, bolts, nuts, spikes and screws are the general products, distributed all over the West and South.

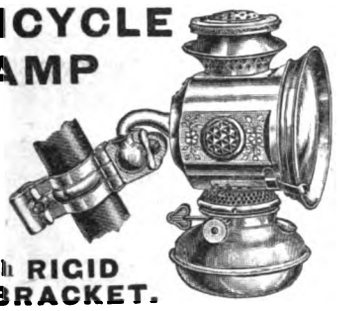
Kenosha, Wis.—The Laflin & Rand Powder Co. have completed the purchase of nearly 600 acres of land upon which new gunpowder mills are to be built immediately, having determined to remove its extensive plant from Platteville, Iowa, to this point. The mills will represent an investment of $250,000.

Rockford, Ill.—The stockholders of the Forest City Bit & Tool Co. have held a meeting and elected directors for the coming year. The election resulted in the choice of the following: L. M. Noling, C. Peterson, Ed. Alverson and W. Johnson.

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THE BANNER

BICYCLE LAMP



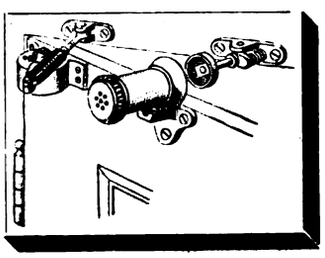
With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

Get the Business.

It is in your town if you try for it. Many of your neighbors will soon want the Eclipse Door Check and Spring applied to their doors. Remind them that you sell it; that it is a practical device which closes doors without slamming; that it is easy to apply and easy to keep in order. The season is here. We will furnish advertising matter. Send for booklet and prices.



Sargent & Co.,

New Haven, Conn.; New York; Philadelphia; Boston.

TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

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HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.



THE CODLING MFG. CO.,
BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.
LINED OR UNLINED.

All Sizes With every style of tip.

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JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 401-403 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,
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FERTILIZER CHEMICALS and MATERIALS;
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BONE BLACK
For Tempering, Coloring and Filtering Purposes.

RESULTS ARE SO SATISFACTORY.

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UNEQUALED IN EFFICIENCY,
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Quicker, with More Ease and Less Injury to the Clothes than any Machine now in Use. . .



Patent Applied For.

The St. Louis Washer is a double acting machine, working with two cylinders in opposite directions at the same time, thus cleansing the clothes more thoroughly than could possibly be done on the old fashioned board or any other washing machine now on the market. It is so arranged that it is absolutely impossible to tear the clothes, and works so simply and easily that a child can work it without fatigue.

NEW YORK OFFICE,
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Man'f'd by the **ANTHONY WAYNE MFG. CO.,**
Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Baltimore, Md.—The Sundry Co. has been incorporated by Gabriel L. Myers, William J. O'Connor, Alfred E. Guggenheimer, Alexander Jackson and Frederick L. Mortimer for the manufacture of bicycles and other novelties. Capital stock $1000.

Camden, N. J.—Gentry Gear & Wheel Works has been incorporated by Oliver H. Gentry, George Haldane, Egbert S. Haldane and John E. Blackman to make parts for bicycles. Capital stock $50,000.

Chicago, Ill.—The Globe Cycle & Mfg. Co., has been incorporated; capital $2500; to manufacture cycle sundries; incorporators, D. L. Carmichael, T. L. Petta, John B. Beilman.

Detroit, Mich.—The Brown Cycle Supply Co. has been incorporated by Leonard Held, John H. Wimmer and John A. Zengerle. Capital stock $10,000 with $1500 paid in.

Elizabeth, N. J.—The New York Standard Rubber Co. has been incorporated by Charles F. Hart, Frank A. Magowan and Henry W. Scott to manufacture all kinds of rubber. Capital stock $250,000.

Middletown, Conn.—Mills Mfg. Co. has been incorporated to manufacture small Hardware, bicycle bells and sundries. Capital stock $6000.

Moultrie, Ga.—C. M. Blanton & Co., sporting and athletic goods, etc., have opened a new store.

Portland, Me.—The Chicago Tip & Tire Co. has been incorporated with a capital stock of $400,000. It will do business in Illinois with a capital stock of $2500.

Rockford, Ill.—The Rockford Cycle Co. has been incorporated to manufacture bicycles. Capital $20,000.

Santa Barbara, Cal.—Caldwell & Manley have opened a bicycle repair shop at No. 13 West Ortega Street.

Weir Park, Fla.—F. O. Miller and H. E. Harliee will open a bicycle depot on Broadway and Central Avenue.

Weir Park, Fla.—T. B. Parker and Lee Mitchel have opened a bicycle depot on Main Street.

Changes and Removals.

Bloomfield, N. J.—Coggeshall & Smith, bicycle dealers, have dissolved partnership.

Boulder, Colo.—Thomas Hussey, bicycle dealer, has been succeeded by the Boulder Bicycle Co.

Chicago, Ill.—The Beckley-Ralston Co., manufacturers and jobbers of bicycle sundries, No. 161 Lake Street, have moved into larger and more commodious quarters at No. 178 Lake Street.

Chicago, Ill.—The National Tire Co. has increased capital stock from $20,000 to $30,000.

Eagle, Neb.—N. S. Miller, sporting goods, etc., business purchased by A. L. McDonald.

Martinsville, Ind.—McNary & McNary, Hardware, bicycles, etc., succeeded by Byron McNary.

Minneapolis, Minn.—Schramm & Myer, bicycle dealers, have dissolved partnership.

New Haven, Conn.—Arthur D. Weeks, bicycles, etc., reported to have sold out.

New Haven, Conn.—The New Haven Wheel Co. have ceased operations. The name will be retained for a time, at least, but no more goods will be manufactured. The company was established in 1845 by Henry Stowe, Zelotes Day, Dennis Carrington and Mr. Umberfield. It was incorporated in 1853 and capitalized at $60,000, and the capital stock has remained at that figure ever since.

New Orleans, La.—Philip R. Rice, bicycles, reported to have sold to Abbott Cycle Co.

Paducah, Ky.—Eugene C. Gleaves, the well-known bicycle man of Gleaves & Son, has accepted a position with the Cleveland Bicycle Co. as traveling representative, with a territory in Kentucky and Tennessee.

Philadelphia, Pa.—Marshall E. Smith & Bro., men's furnishers, etc., have moved to larger quarters at No. 1020 Chestnut Street, where they will handle bicycles, baseballs, and all kinds of sporting goods.

Rocky Ford, Colo.—J. J. Browning, bicycle dealer, has removed from Lake City to this place.

Sandusky, Ohio.—Albert N. Merrill has severed his connection with the Hoffman Bicycle Co. and has accepted a position with the Black Mfg. Co. of Erie, Pa., manufacturers of the Tribune wheel.

San Francisco, Cal.—A. C. Nichols & Co., bicycles, leather, etc., retiring from business.

Springfield, Mass.—J. H. Burt & Co., adjustable handlebars, reported to have sold out.

Stamford, Conn.—Parker, Wood & Co., bicycles, etc., reported to have dissolved partnership.

Recent Embarrassments.

Boston, Mass.—Ferrin & Jackson, wholesale bicycles, reported to have made an assignment.

Buffalo, N. Y.—The Spaulding Machine Screw Co. have gone into the hands of a receiver, preparatory to voluntary dissolution. The company was incorporated five years ago with a capital stock of $300,000, to manufacture bicycle parts. The attorney for the company stated that the assets were about $150,000, and liabilities, outside of the capital stock, $200,000.

Findlay, Ohio.—C. C. Van Tine, bicycles, reported to have filed petition in bankruptcy.

Montreal, Can.—Wright, Cowper & Co., bicycles and sporting goods, reported to have made an assignment.

Peoria, Ill.—The bicycle firm of Rouse, Hazard & Co. have made an assignment. Liabilities, $60,000; assets, $35,000, exclusive of the manufacturing plant and real estate.

Providence, R. I.—Harold & Pownall Cycle Fittings Co., reported to have made an assignment.

St. Louis, Mo.—Homer A. Canfield and William L. Sachtleben, of the firm of Canfield & Sachtleben, dealers in bicycles and bicycle sundries, have filed a chattel deed of trust in the Recorder's office, turning their entire business, stock, fixtures, etc., over to William H. Lathrop as trustee for about forty creditors, holding claims amounting to $13,073.31.

Tonawanda, N. Y.—The Elliott Mfg. Co., bicycles, reported to have made an assignment.

Recent Fires.

Bedford, Pa.—C. Garlick bicycle repair shop destroyed by fire.

Chicago, Ill.—F. Herhold & Sons' American Wood Rim Co. plant damaged by fire at a loss of $70,000.

Royersford, Pa.—The American Wheel & Tire Co., plant damaged by fire at a loss of $16,000, on which there was an insurance of $11,000.

Stonersville, Pa.—John H. Price, bicycle works, etc., damaged by fire at a loss of $1500.

Miscellaneous.

Chicopee, Mass.—The Thompson Mfg. Co., bicycles, are reported to be negotiating for the purchase of the Ames Mfg. Co. plant. This company manufacture bicycle parts and small sundries and have quite a large trade in the East.

Middletown, Conn.—Ives & Frisbie, bicycle repairers, succeeded by Charles R. Frisbie.

Northampton, Mass.—The tools and machinery of the Northampton Cycle Works have been sold at auction by T. G. Spaulding, assignee of Lewis Warner's estate. The Springfield Drop Forging Co. was the purchaser.

Paso Robles, Cal.—Smith Bros., dealers in bicycles, have been succeeded by C. S. Smith.

"Let a sleeping dog lie." Right. Still when there is much at stake it is better to get a newspaper to do it.—*Ex.*

There are two times in a man's life when he should not speculate: when he can't afford it, and when he can.—*Ex.*

None of us can have as many virtues as the fountain-pen, or half its cussedness; but we can try.—*Exchange.*

The very ink with which all history is written is merely fluid prejudice.—*Exchange.*

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL. . .

Rings While Button is Pressed.

LATEST NOVELTY OUT.

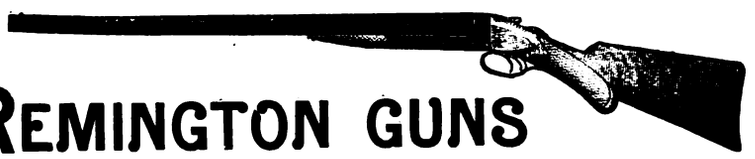
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FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER

TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

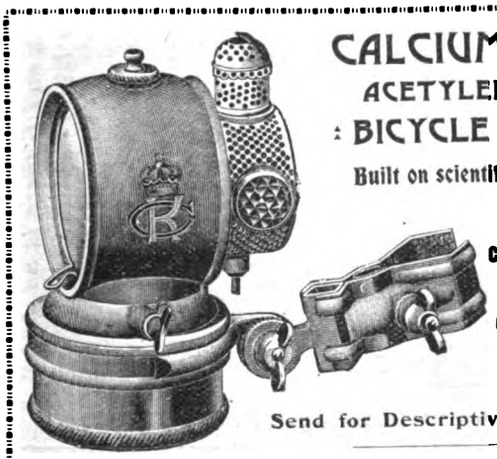
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CALCIUM KING

ACETYLENE GAS

: BICYCLE : LAMP :



Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

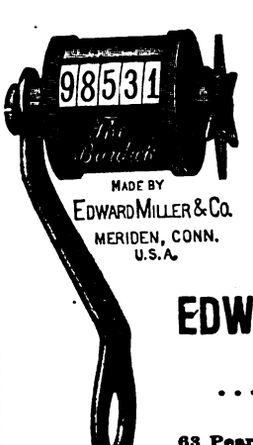
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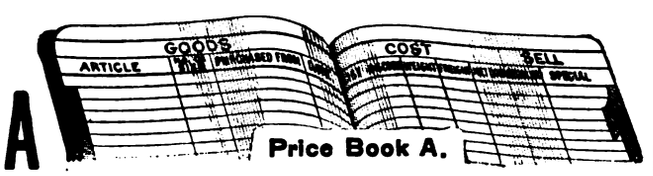
63 Pearl St., Boston, Mass., and 28-30 West Broadway, New York.

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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

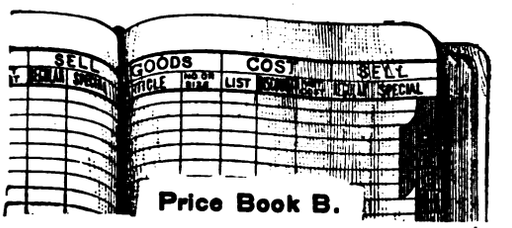
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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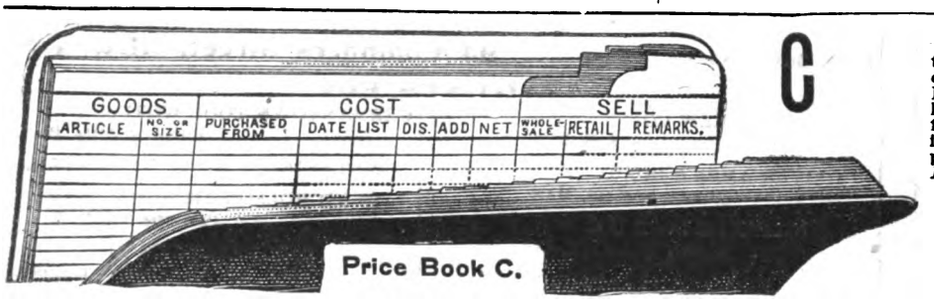
A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75



In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
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The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

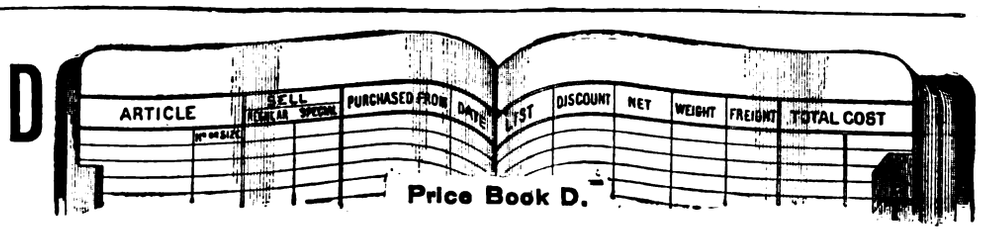
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Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

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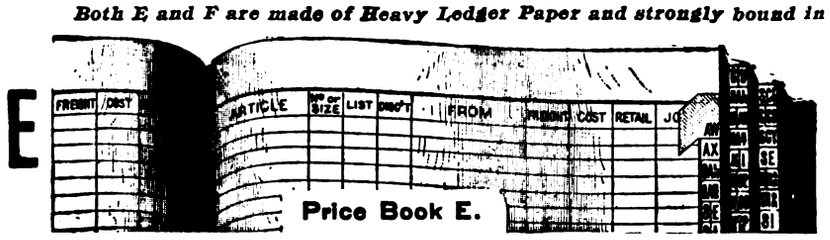


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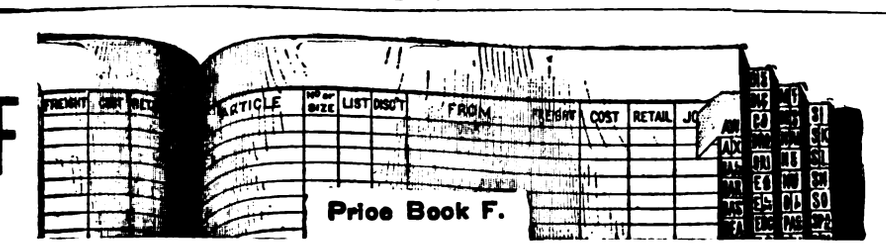
Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.



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Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.



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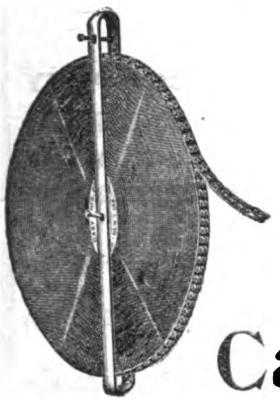
556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

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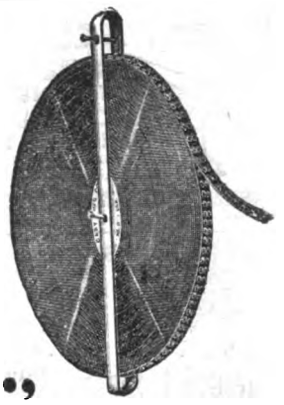


NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the



Cary Manufacturing Co.,

sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

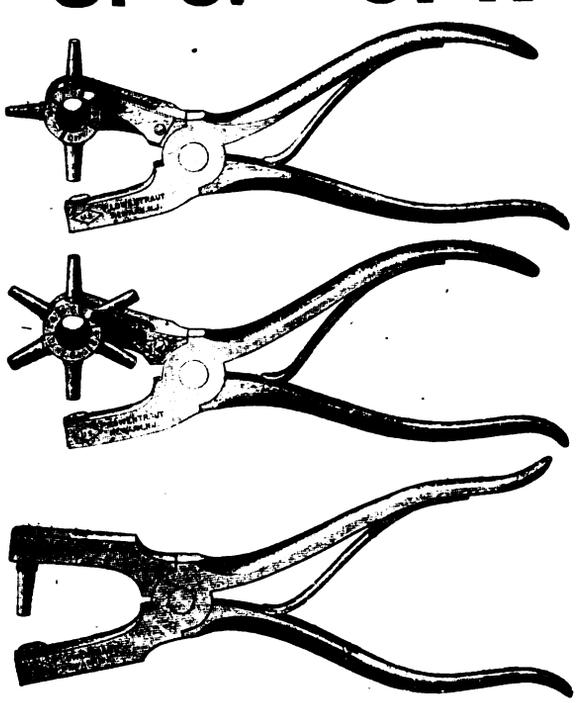
This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres.

"U. S." SPRING PUNCHES.



Manufactured by

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LINSEED CRUSHERS.
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146 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

A WIDE-AWAKE Hadware salesman who can display goods and sell them; none but up-to-date man wanted. One preferred who has worked where stoves and tinware are handled. Address, stating age, wages and references, LOCK BOX 56, Southbridge, Mass.

A YOUNG man thoroughly acquainted with cutlery, cabinet Hardware and carpenters' tools, as salesmen in a large retail Hardware store in New York City. Address, stating age, references and salary expected, W. V. N., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O. Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

Situations Wanted.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street, Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address BOX No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical metal pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of ork as references. Address "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

AN experienced young man who has held similar positions in some leading business houses abroad, desires a situation in large Hardware or manufacturing concern, with chance of advancement; salary lowest to start on; highest recommendation from former employers. Address G. L., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils. Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

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Situations Wanted.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT" No. 3027 Poplar Avenue, Chicago, Ill.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

TRAVELING salesman, hustler, 6 years' experience with largest house in Canada, also city references. B. B., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted as buyer, assistant buyer or salesman by young man thoroughly experienced in Hardware, tools, housefurnishing and leather goods, china and glassware. Highest references. H. L. G., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a party who represents a line of commission goods; is open for a number of good lines. Address R. H. J., care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER Co., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. Co., Rock Falls, Ill.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of important lines of Hardware or popular specialties; desiring an intelligent representation in Chicago, capable of covering the Western trade centering in that city; may find it advantageous to enter into correspondence with the subscriber, who possesses the necessary experience to complete arrangements which would be found profitable to those interested. Address "UP-TO-DATE," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

WE illustrate herewith our new 38 cal.

HAMMERLESS,

AUTOMATIC SHELL EJECTING REVOLVER,



Central fire, S. & W. cartridge, 3¼, 4, 5, and 6 inch barrels. It is a beauty, and the price is right, as well as the workmanship. Absolutely safe. The internal hammer is rebounding.

This makes our line very complete. Dealers, have you a complete line? If not, why don't you enquire about them? We gladly answer all letters. Complete catalogue sent to any address on application.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

Our Covers are the most attractive ever presented for Catalogues, Booklet, etc The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.
NIAGARA PAPER MILLS,
(Department "B") Lockport, N. Y., U. S. A.

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers & Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

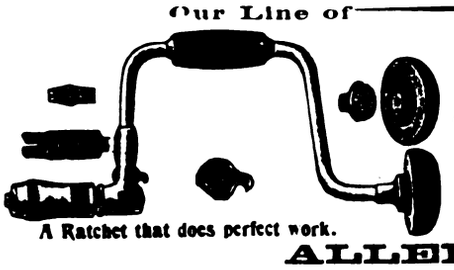
John H. Graham & Co.,
113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co.,
94 CHAMBERS ST., NEW YORK.

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N. Y.

Our Line of

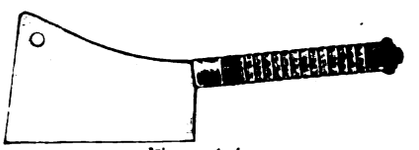
BRACES AND CLEAVERS



A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

HAVE YOU OUR CATALOGUE?



Warranted.

ALLERTON-CLARKE CO.,
Sole Agents,

118 Lake Street. CHICAGO, ILL.

97 Chambers and 79 Reade St., NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters..... } 40&12½&5
Ship Carpenters..... }
Railroad.....

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....27 @ 28c

CARTRIDGES—

Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$2.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—

Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....25&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—

"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&10%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₱ 1000—

B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8.....1.50..P.E., 7.....1.50
} 20&2%

SHOT—

Drop Shot, sizes smaller than B, 25-lb bags ₱ bag.....$1.25
Drop Shot, sizes smaller than B, 5-lb bags, ₱ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₱ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, ₱ bag.....$ .35
Buck Shot, 25-lb bags, ₱ bag...$1.50
Buck Shot, 5-lb bags, ₱ bag....$ .35
Chilled Shot, 25-lb bags, ₱ bag..$1.53
Chilled Shot, 5-lb bags ₱ bag...$ .35
Dust Shot, 25-lb bags, ₱ bag....$2.00
Dust Shot, 5-lb bags, ₱ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—TARGETS AND TRAPS, INANIMATE—

Cleveland Target Co.:
Blue Rocks ₱ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....₱ doz. $3.80
Galien Safety.....₱ doz. $3.75
Hartman's Pivot.....₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₱ doz. $3.25
Western.....₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₱ doz. pairs. .75
Burton's, No. 2....₱ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₱ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₱ gro. $6.80
Perfect, No. 2.....₱ gro. $7.00
Bolt Holder, No. 1.....₱ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole....8¼@9¼c
Eagle Anvils, ₱ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. M Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00, ...50&10@60%
Ives' Model, ₱ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—

Common.....₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.30.....25&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₱ gr.....$3 00@$3.25
H'ld Scratch ₱ gr.....$3.50@$4.00
Pat. Peg ₱ gr.....35@35c
Sewing, Com.....₱ gro., 85c@$1.00
Should. Peg ₱ gr.....$1.35@$1.45
Shouldered Brad. ₱ gr...$1.50@$1.65
Socket Scratch ₱ doz....$1.00@$1.10
Stanley Rule & Level
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $13; 4, $12; 5, $13.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.5 .....40&10%

Axes—

First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—

Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.:
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—

Chat llon's:
No. 2000 20 30
₱ dos. 75c 85c $1.35 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₱ dos. 30c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....30%
Tinned, each, $7.50.....30%

Bells—

HAND—

Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—

Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@60%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....55%
New Departure.....45@50%

COW—

Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....60&10%
War. 2 XL.....40%

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Common Standard..75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00...50&10&2%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....60&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@5%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@50%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '94.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....30&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ives'.....33⅓&5%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@5.00
inch, ₩ gro.....$5.00@5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 106@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.50&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....35&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns. 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronsed Inside Blind Butts.50&10@50&10&5%
Bronsed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton.....30@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Cyco-Bearings:
Amer. Queen.....₩ doz. $27.00
Crystal.....₩ doz. $36.00
Gold Medal.....₩ doz. $24.00
Grand.....₩ doz. $36.00
Grand Rapids.....₩ doz. $22.00
Hall.....₩ doz. $60.00
Prize.....₩ doz. $24.00
Premier.....₩ doz. $24.00
Superior.....₩ doz. $24.00
Welcome.....₩ doz $24.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic ₩ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12 00
Ladies' Friend No. 1.....$ 5.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20.00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$20.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Aotion, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$35.00
Model, Cam-Action, Nic.....$34.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.
3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.25	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 60&10&5%
C. E. Jennings & Co. No 70...25&10%
Jennings & Griffin Mfg. Co....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ D.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Dril Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $12.75..15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz $7.20 net
Mascott.....₩ doz. $3.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & L. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co.
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....30%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List,
Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete. $9
50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50
70@75¢
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 30 in, ₩ doz $1.20@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & L. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩
doz.....$16.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00:
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩
gro.....$5.50
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$3.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$3.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....30c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Por-
celain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OFF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4½c	5½c	8½c
¼ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Met-
al Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
Lined.....40%
John Sommer's "Eclipse," Lock.
Lined.....40&10%
John Sommer's "Union," Lock
Lined.....50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand"
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@10&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Troy File Works:
Files.....70&10%
Rasps.....70%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 25@30%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&2 %
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse ...₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse,
₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit ₩ doz
$2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50...10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35,
1.50&1.75.....40&10%
Maydole's.....33⅓&5&40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..
40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c } 30@30&10%
3 to 5 lb.....₩ lb 35c }
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
50&10&10%
Door or Thumb:

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....50&10@60%
Japanned, with Nuts....$1.23
Japanned, with Plate....$1.10
Japanned, without Plate....85c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....50&10&10%
Window Pulls....65%

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 2½....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

GROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle, 60&10@60&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60&5%
New Model....4' &10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&5&5%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D..2½c / 14 to 20 in., ₩ D..2½c / 22 to 36 in., ₩ D..3 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10&10%
Light T Hinges....70@70&10%
Heavy T Hinges ...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10&10%
Long Chest Hinges..60&10@60&10&10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Kell's American....30%
Matchless, Double Acting....25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....65%
Rubber....65%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 15....₩ gro. $24.00
Crown....30%
Gem....30%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E....₩ doz $7.50....60@60&10%
N. E. Reversible....₩ doz $5.50 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10 &5%
Western, ₩ doz $4.50..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....50&10%
Mortise Gravity....50%
Nos. 1, 2, 3....50&10%
Nos. 40 and 50....50%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 2, 3, 11, 12, ... 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....50&10%
Buffalo Gravity Locking, Nos. 1, 2 and 3....50&10&5%
Champion Gravity Locking, No. 75....50&10&10%
1868, Old Pat'n, Nos. 1, 2 and 3, 50&10%
Tip Pattern, Nos. 1, 2 and 3. 50&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....50%
Niagara Gravity Locking, Nos 1, 2 and 3....50&10%
Noiseless, Nos 50, 60, 65 and 55. 50%
O. S. Lull & Porter....60&10&5%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steam Coat Gravity Locking, No. 10....50&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton....60&10%
Dunlap's Boys', Ladies', Toy....30%
Garden....50%
Ladies' and Boys'....50&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Mario....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....30&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....50&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....₩ gr. boxes..$3.00@3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers, ₩ doz. $2.00
Perfect Rings....₩ gro. $7.00@7.50
Perfect Ringers....₩ doz. 30c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....50&10%
White-Ware....25&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....63⅓@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....50&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10
A. C.		25c	23c	22c	21c	21c.

40&10%
American, all sizes, 2½c....net
Ausable....23c 23c 25c 24c 23c. 40&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 25c 25c 21c. 21c 40%
Capewell....19c 18c 17c 16c 15c..10&5%
Champlain..25c 25c 23c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 19c 15c 14c. 30&10&5%
Essex....23c 23c 23c 24c 23c. 40&10@50%
Lyra....6½c 6½c 6½c 6½c 6½c., net
Maud S....23c 23c 23c 21c. 21c 50&10&5%
Northw't'n. 25c 23c 22c 21c 20c. 25@35&5%
Putnam....23c 21c 20c 19c 18c....25%
Snowden, 6½c 6½c 6½c 6½c 6½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7. @$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....60&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....60&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12 00 } 25%
Ice Crusher, No 3, ₩ doz. $3.00 } 40&10%
Ice Crusher, No. 2, ₩ doz. $6.00 } 40&10%
Ice Crusher, No. 1, ₩ doz. $30.00 } 40&10%
Ice Tools....₩ doz. $4.00 } 40&10%
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..25%
No. 34....₩ doz. $15.00..25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50....20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c....A....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hemacite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel....₩ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace....₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft...$1 00
Cut Lacings, 5-16 in., ₩ 100 ft. $1.25
Cut Lacings, ⅜ in., ₩ 100 ft...$1.50
Cut Lacings, ½ in., ₩ 100 ft...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft...$2.75
Cut Lacings, ¾ in., ₩ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$4 00 $6.25 $6.50 each net
Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....35%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe....₩ ℔ 6c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 22c
Sheet Lead....₩ ℔ 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.85 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $2.80
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 $0&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....60@60&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's..50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....35@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 30%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...50&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 28 to 39....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45%
Yale....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....60@60&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....30&40@30&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@30%
Yale Lock Co....net prices
TRUNK—
Corbin's....35%
Eagle....35%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—

American....30%					
Nos.	1	2	3	4	5
Each.	$6	$7	$10	$25	$60 $60

Dixon's....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise....35%

Nos.	10	12	32	42
Each	$3	$3.50	$4	$9 $15

Hales Pattern ₩ doz....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $30....60%
Little Giant....50&10%

Nos.	305	310	312	320 333
	$35	$43	$44	$72 $68

Miles' Challenge ₩ doz....45@45&10%

Nos.	1	2	3
	$23	$30	$40

Perfection....net
Woodruff's ₩ doz....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—
Enterprise....35%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 42%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $13.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....35%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..35&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 30%
National....₩ doz. $24.00, 40%
Pelican....₩ doz $9.00, 15&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....37½%
Cannon's Diam'd Point ₩ gr. $13....35%
Humason's....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon....₩ gro. $4.00@$4 75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $36.00 20%
Turner & Seymour Mfg. Co....60%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.20
Hex, off list....$7.20

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers....₩ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2¾ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ ℔....$4
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanising, per ℔ 70c....40%
Boston "Phœnix" Red Sheet, per ℔....50c net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ ℔
Cotton Packing....14c@15c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@6c ₩ ℔
Russian Packing....13½c@14c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—

Advance	₩ doz	$4.50
Baldwin	₩ doz	5.00
Bonanza	each	5.00
Daisy	₩ doz	3.50
Dandy	each	7.50
Eureka, 1898	each	16.00
Family Bay State	₩ doz	12.00
Favorite	₩ doz	5.00
Gold Medal	₩ doz	4.00
Ideal	₩ doz	4.00
Improved Bay State	₩ ds.	$27@30.00
Little Star	₩ doz	4.00
Monarch	₩ doz	13.50
New Lightning	₩ doz	5.50
Oriole	₩ doz	4.00
Penn	₩ doz	3.00
Perfection	₩ doz	4.00
Reading, 73	₩ doz	4.00
Reading, 78	₩ doz	7.00
Rocking Table	₩ doz	5.50
Scott's Pat. Rotary, ₩ doz		$15.00, 20%
Turntable	₩ doz	4.50
Victor	₩ doz	13.50
Waverly	₩ doz	3.75
White Mountain	₩ doz	4.00

POTATO—

Saratoga	₩ doz	5.50
White Mountain	₩ doz	$4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2.15@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon....₩ gro. 3.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....60&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....5&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@60%
Miscellaneous....35&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to 5
C. E. Jennings & Co....35&10%
Stanley Rule & Level Co....50&10%
L. & J. White....20&10@25%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz. $12.00...75%
Flat and Round Nose,....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....33⅓%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6⅔ dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....35&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....35&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $.75; ₩ gr. $6.50
1½ qt. ₩ doz. $.85; ₩ gr. $9.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@12½
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25....₩ doz. $11.00
Invincible, No. 6....₩ doz. $10.00
Pioneer, No. 714....₩ doz. $ 9.00
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49....₩ doz. $14.00
New Champion, No. 37 ₩ doz. $ 7.00
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&
Cronk's Heavy Pattern, ₱ doz., $3.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10&
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10&
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40&.
P. S. & W. Co.'s Shears. .....60&
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@$3.75
Waters Tree Pruners.....75&10@80&
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10&

Pulleys—

Awning.....60@60&10&
Axle.....60&10@60&10&10&
Brass Screw.....66⅔@70&
Ceiling.....50@10&@5&
Clothes Line, Japanned..60@60&10&
Common Sense.....60&
Dumb Waiter.....60@60&10&
Empire Sash Pulley.....60&
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5&
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50&.
Hot House.....50&10@50&10&10&
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40&
Side, Anti-Friction.....50&
Shade Rack.....45&
Upright.....50&10@50&10&10&

Pumps—

Cistern, Best grades..65&10@70&10&
Pitcher Spout, Best grades75&10@80&
Pitcher Spout, Cheaper Goods. 80&5@80&10&
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 260, Fig. 408, Windmill Pump.....$13.50
No. 265, Fig. 408, Windmill Pump.....$14.50
No. 340, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$13.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@5&
Check.....55&
Spring.....50&5&
Springfield Socket.....65&
Morrill's Universal.....35&
Niagara Hollow.....45&
Niagara Solid.....55&
Saddlers' or Drive, good.....60@65&
Snell's Tinners'.....50&
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15&
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55&
Tinners' Hollow, P. S & W. Co 20&2&

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.85 2.30
Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $3.40
Stowell's Wrought Steel.....35&
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1¼ in. ₱ ft, 35c.....80&10@40&5&
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&2½&

Rakes—

Cast Steel, Association goods.75&10&
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.2 @$3 40
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.85@$3 00
Malleable.....75&
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15&
Prize Bow-Brace.....75&15&
Queen City.....33⅓&

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20&
Westenholm and Butcher, $10.00 to $.....10&

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10&
White Japanned.....30& 10&
Bronze-plated.....40&
Nickel plated.....40&10&
Stowell's old list:
Japanned.....30&10&
Nickel-plated.....75&10&

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs .....50&
Hose with Burrs.....50&
Burrs only.....40&
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10&
Thousand, in bulk.....75&10&&5&
Thousand, in papers.....75&10 &5&
Coopers, in bulk .....75&10&
Block, and Carriage in papers. 75&10&
Hame.....30&
Belt with burrs, tinned or copper ed..... .....75&

Rivet Sets—

Regular list.....70@70&10&

Rollers—

Barn Door, Sargent's list..60&10& 10@70&
Cronk's:
Acme Barn Door.....50&
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope -

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 10½c
⅜ in.....₱ ℔ 10¾c
¼ and 5-16 in.....₱ ℔ 11¼c
Hay Rope, Med.....₱ ℔ 10¼c
Sisal, ½ in.....₱ ℔ 9¾c
¼ and 5-16 in.....₱ ℔ 10¼c
7-16 in. & larger.....₱ ℔ 9¼c
Med. L'th Y'rn.....₱ ℔ 8¾c
Hay Rope.....₱ ℔ 9¼c

Rules—

Athol, Steel.....33⅓&
Boxwood.....80&10&10&10&
Ivory.....50&10@50&10&10&
Lufkin's:
Steel.....55&
Lumber.....50&10&
Miscellaneous, Stanley's.....60&10&
Starrett's Rules and Straight Edges, Steel.....35&10&

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $5.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¼c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nichel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.80
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$2.50
Self-heating.....₱ doz $10.00, 20&
Self-heating, Tailors' ₱ doz$22.50, 25&
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3@3¼c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60&

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60&
Garnet Paper.....30@30&5&
Sand and Emery Paper.50&10@60&

Sash Chain—

Giant.....40&
Monarch.....50&
Red Metal.....40&10&10&
Steel.....40&10&10&

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp .....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½&
A Quality, White.....₱ ℔ 3 0c. 15@15&7½&
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½&
B Quality, White ₱ ℔ 30c..... 15@15&7½&
White Cotton Braided, ₱ ℔.31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0&
Sash Lifts Flush.....0&
Sash Lifts With Lock.....60&10&10&
Sash Rollers.....70&
Shutter Bars.....60&10@70&
Shutter Sheaves.....60&
Window Screen Sash Lifts.....66⅔&

Sash Locks—

Champion Safety .....70&10&5&
Davis, Bronze, Barnes Mfg. Co...60&
Elfring's Ventilating.....40@50&
Fitch's.....70&10&
Gale's Automatic, List, Nov., '97.65&
Ives' Patent.....66⅔&
Payson's Perfect.....70&
Reading .....60&10&10@70&

Sash Weights—

Small lots.....₱ ton, $30.00@$31.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20&
Enterprise Mfg. Co.....25&
National Specialty Mfg. Co.....25&

Saws—

Atkin's:
Band.....50@50&10&
Butcher, Pruning and Compass.....40&10&
Circular.....50@50&10&
Cross Cut.....40&
Gang.....50@50&10&
Hand, Panel and Rip.....40&10&
Wood.....40&10&
Disston's:
Circular.....50@50&10&
Cross Cuts.....45&
Gang.....50@50&10&
Panel, Hand & Rip.....25&
Haines' Needle Point.....40&
C. E. Jennings & Co.'s:
Butcher.....30&
Hand Panel, Rip and other Saws 25&
Peace:
Cross Cuts.....45&10&
Hand Panel and Rip.....25&10&
Richardson:
Circular and Mill.....50@50&10&
X Cuts.....45&10&
Hand-saws.....25&10&
Star, Butcher.....25&
Woodrough & McFarlin Cross Cuts.....45&10&
HACK SAWS AND FRAMES—
Chatillon .....30&
Griffin's:
Complete'.....40&10&
Saw Blades.....40&10@50&
Star, Saws and Blades.....25&

Saw Frames—

C. E. Jennings & Co.....30&
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$3.50@$3.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5&
Hammer, New Pat.....45&
Plate.....30&
Spring Hammer.....30&5&
Disston's Star.....25@25&10&
Hart's Pat. Lever.....30&
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓&
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30&
Cross-cuts Nos. 3 and 4, $36.00: No. 5, $31.00.....40&30&
Richardson's .....25&
Seymour Smith & Son, Hammer, ₱ doz..... .....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60&

Scales—

Chatillon's:
Eureka.....25&
Favorite.....40&
Grocers' Trip Scales.....50&
Family, Turnbull's.....60@60&10&
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40&
Chatillon's No. 2...50&10@50&10&5&
Scale Beams, List Jan. 12, '98.50&10&

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10&
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@50&5&
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10&

Screens—

DOORS—
Phillips:
Empire Fancy.....50&
Fancy Pine.....40&
Painted.....60@60&5&
Stained.....60&5&
Standard Oil.....50&10&
WINDOW—
Phillips:
Bonanza Screens.....60&10&
Flyer.....60&10&
Perfection Screens.....60&10&
Window Screen Frames....60&10&
Stearns':
Frames and Corners....25@25&10&
Gem Window Screen Frames, 25&10&
Monarch Adjustable Window Screens.....50&

Screw Drivers—

Brace Screw-Drivers.....25&10&5&
Buck Bros.....30&
Screw-Drivers Bits.....37½&
Champion.....40&10&
Disston's.....50@50&5&10
Pat. Excelsior.....50&5&
Ellrich's Socket and Ratchet.40&10&
Fray's Hol. Hdle. Sets, No. 3, $12.50&
Howard-Allard.....50&10&10&
C. E. Jennings & Co.....40&10&
Jennings & Griffin.....60&10&

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓&
"Handy" Ratchet.....33⅓%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head.....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing..50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $6; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 6, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.30&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2½
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@50&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2½

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....60@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@60&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2½@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2½@50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
12% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ ₱.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&2.@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....8 &10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks.₱ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.50

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2½
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 423, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.....$3.35
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.35
Rope Hitch, ₱ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₱ ft.....09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₱ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....7 @7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₱ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....50@50&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....₱ doz. 65c
Improved Rat.....₱ gross, $12.50
New Rat.....₱ gross, $12.50
Mouse, Bonanza....₱ doz 90c@$1.00
Mouse, Catch-'em-alive ₱ d z $2.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire, ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro., $18.50; No. 2 ₱ gro., $15.00
Smith & Eggs Mfg. Co:
Superior Rat Trap, ₱ doz....$15.00
Yankee Mouse Trap, ₱ doz.. $5.50
Yankee Rat Trap, ₱ doz.....$11.00
Specialty Novelty Co:
Snap Shot, 2-Hole....₱ gro., $4.50
Snap Shot, 4-Hole....₱ gro., $6.50

FLY-

Balloon, ₱ doz $1.25.....₱ gr. $13.50
Electric Rod.....₱ gr. $16.50
Globe.....₱ doz., $1.25; ₱ gr. $13.50
Harper....₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....30%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
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Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

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Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₱ doz. $9.00

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Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....30%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor.....20%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50&10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₱ doz., $20.00.....60&20%
Daisy, ₱ doz., $12.00.....60&20%
Lane's Steel 20%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₱ doz. $5.00
Axtell, Lacquered, 42 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 42 in. ₱ doz. $15.00

Weed Diggers—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....25&10%

Window Mirrors—

Bayer & Co.'s..... ₱ doz. $24.00 net

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....40%
Bright Wire Goods, Standard list 90&1 @90&30%
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18.....80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₱ ₤.....60@70c
Stub's Steel Wire.....$6.00 to 2 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&20%
Painted Screen Cloth good quality, ₱ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel.....20&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.60

Wrenches—

Agricultural.....80@80&10%
Allen's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....30%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 50@55½%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&5%
"Mechanics'".....40&10&10 &5&5&5%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Wakefield Pipe and Nut.....40%
Whitman & Barnes:
Acme .....60@60&5%
All Steel Pipe.....50&10@50&10%
Always Ready.....35@40&10
Bull Dog.....50&10%
Diamond Cycle.....₱ doz $3.00
Drop Forged Engineers.25@40&10%
Hercules.....70&10 @75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle. 50&10 @50&10&7½%
Regular.....80&5@:0&10&5%
J. H. Williams.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₱ gallon.....86c
Linseed, City, Boiled, in barrels ₱ gallon.....83c
Out of Town on Spot..₱ gal.....86c
Calcutta, Raw, in bbls....₱ gal. 54c
Lard, Prime City.....₱ gal. 47@48c
Extra, No. 1.....43@45c
No. 1.....30@35c

Paints and Colors—

Barytes, Foreign, ₱ ton, $18.00@$22.50
Barytes, American Floated, ₱ ton $18 00@$20.00
Barytes, Crude ₱ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₱ ₤.....4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₱ ₤ net.....6¼c
In lots of 500 pounds and over, ₱ ₤.....5¾c
White Lead, Foreign, in Oil, ₱ ₤ 80@5¾c
Litharge, Kegs, ₱ ₤.....5½@5¾c
Zinc, American, Dry, ₱ ₤....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....29@——c
In machine bbls.....30@——c

Dry Colors—

Blue, Chinese	₱ ₤ 30	@35	
Blue, Prussian	₱ ₤ 29	@33	
Blue, Ultramarine	₱ ₤ 6	@35	
Sienna, Italian, burnt & powdered	₱ ₤ 4½	@10	c
Sienna, Italian, raw & powdered	₱ ₤ 3	@4½	c
Umber, Turkey, burnt	₱ ₤ 2½	@3½	c
Umber, Turkey, raw	₱ ₤ 2½	@3	c
Green, Chrome, Ordinary	₱ ₤ 4	@12	c
Green, Paris, in bulk	₱ ₤ 13½	@15½	c
Indian Red, American	₱ ₤ 2½	@ 3	c
Indian Red, English	₱ ₤ 4½	@8½	

Colors in Oil—

Black Coach Japan	₱ ₤	18½	@20
Black Coach Japan, in Oil	₱ ₤ 12	@13	c
Black Drop	₱ ₤ 7	@10	c
Black Lampblack, Best	₱ ₤ 12	@15	c
Black Lampblack, common	₱ ₤ 7	@10	c
Blue, Chinese	₱ ₤ 35	@40	c
Blue, Prussian	₱ ₤ 25	@25	c
Blue, Ultramarine	₱ ₤ 16	@21	c
Sienna, bur't	₱ ₤ 8	@12	c
Sienna, raw	₱ ₤ 7	@10	c
Umber, burnt	₱ ₤ 7	@10	c
Umber raw	₱ ₤ 6	@10	c
Brown, Vandyke	₱ ₤ 7	@12	c

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2. "Ladd's Discount Book," with "HARDWARE" for one year, for **$3.00** Single Index, and **$4.00** Double Index. Present subscribers will be credited for one year in advance. If you have to calculate discount this comprehensive work will save many times its price in time, trouble and mental strain. Its comprehensive character may be realized from the fact that it contains nearly 200 pages of positively accurate tables or more than 120,000 computations giving at a glance the net of any sum at all discounts from 1 per cent. to 95 per cent. together with a great range of combinations.

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3. "American Hardware Store," with "HARDWARE" for one year, for **$3.00.** The "AMERICAN HARDWARE STORE," containing 450 pages and 500 illustrations, is an exhaustive treatise on the most approved methods used by the successful merchants of this country to arrange, display and sell Hardware. It is edited by R. R. Williams, editor of the *Iron Age*, and published by the David Williams Co., of this city, at $3.00. By a special arrangement, we are enabled to combine "HARDWARE" with the book at the same price. Present subscribers will be credited for a year, in advance of their present subscription.

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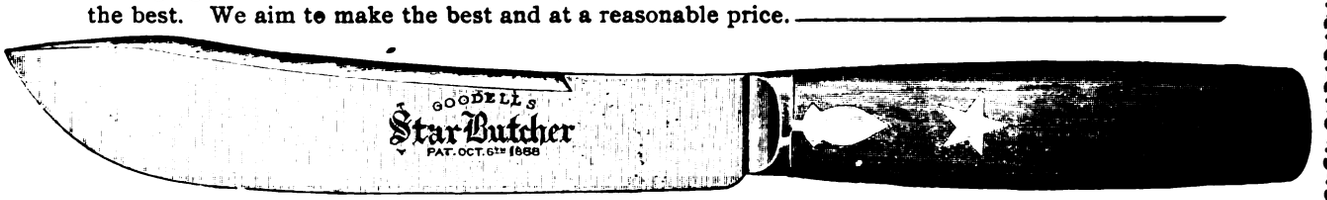


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We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

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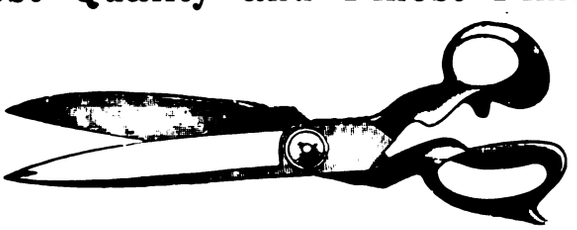


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BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
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1 Ring with cutter.
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New Orleans Pattern.

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Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
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Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Countersinks.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Cresting.

E. T. Barnum, Detroit, Mich.

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Presses.

Miner & Peck Mfg. Co., New Haven, Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Hoists.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery.

Hanson & Van Winkle Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.

Sterling Emery Wheel Co., Tiffin, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

Belmont Mfg. Co., South Glastonbury, Conn.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fly Killer.

J. F. Bigelow, Worcester, Mass.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., N w York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
National Specialty Mfg. Co., Philadelphia.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co , New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Lawson Mfg. Co., Milwaukee and Chicago.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mica.

Eugene Munsell & Co., New York and Chicago.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Protractors.
Brown & Sharpe Mfg. Co., Providence, R. I.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.
Phillips & Clark Stove Co., Geneva, N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Roof Trusses, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

Sand Paper
Bender, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
Harrington & King Perforating Co., Chicago.

Screens, Wire.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.
Holroyd & Co., Waterford, N. Y.

Screw Drivers.
Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co., New York.
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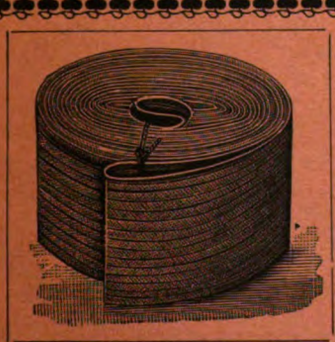
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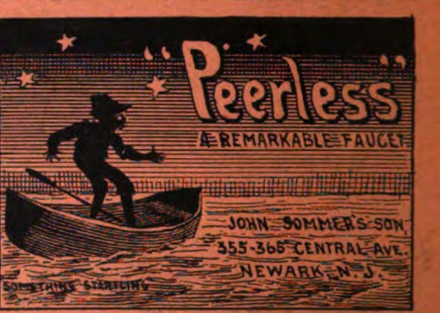
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